A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

July 27, 1970

International Commerce

Trade Shows Point To Top Markets Around The World

XUM

International Trade Winds Newsletter

Company News

CONTAINERS—CTI, Container Transport International Inc., New York, has appointed Panalpina World Transport Ltd. agent for Austria where the two firms will establish a container station in Vienna, CTI's first in central Europe. Panalpina is a major shipping and forwarding agent engaged in land, sea and air transportation activities and is headquartered in Basel. CTI now operates in 100 European cities, maintains a fleet of 38,000 containers and related units and conducts business in 100 nations.

CONSTRUCTION—Fluor (England) Ltd., affiliate of Fluor Corp., Los Angeles, has been awarded a contract by the Algerian state-owned concern La Societe National Sonatrach for two liquefied petroleum gas (LPG) recovery plants at Hassi-Messaoud in the northern Sahara. Valued at approximately $18 million, the contracts are being financed by a consortium of British banks. The design engineering and procurement plus the delivery of materials and equipment to the site 400 miles south of Algiers will be undertaken by Fluor. The plants, scheduled for start-up in early 1972, will be based on Fluor's turbo-expansion process and will have production capacities of 585,000 tons and 365,000 tons respectively of LPG.

FLOORING—Sico Inc., Edina, Minn., manufacturer of multi-use, space-saving equipment, has entered into an agreement with Pisos Alfer S.A., Mexico City, for the manufacture and marketing of Sico's line of portable dance floors. The agreement gives the Mexican firm an exclusive franchise for Mexico. Sico has similar agreements for its various product lines in Europe, Canada, Japan and 14 other Southeast Asian countries.

EXPLOSIVES—ICI America Inc., Stamford, Conn., has announced that its parent company, ICI Ltd. of London has acquired Ireco Chemicals (U.K.) Ltd., and the exclusive license in the U.K. and Ireland of patents and technology relating to "slurry" explosives developed by Ireco Chemicals of Salt Lake City, a member of the RTZ group. Slurry explosives are based on water in a thick jelly-like form and contain nitrates and fuels which are non-explosive.

Double-teaming the market worked for Transworld Compactors Corp. at the U.S. Exhibition at the big June PAKEX show in London. One team was that of Commerce Department's exhibition specialists, doing a pre-show promotion that turned up a dozen solid representation or venture prospects. The second team was Transworld's own, a top level line of decision-makers headed by the board chairman, president, legal counsel and vice-president-sales. Now Transworld, new to the U.K. market, has these things going there: 1) a manufacturing joint venture; 2) a separate marketing subsidiary; 3) sales leads in the seven-figure bracket.

The jumbo jet, aimed at changing travel habits, may also help change some European ideas about clothes. When Trans World Airlines inaugurates its Boeing 747s on the New York-Rome skyway in October, 28 trade mission members will be aboard representing the American Apparel Manufacturers Assn. Commerce Department is helping with arrangements for this sales effort that will visit Rome, Duesseldorf, Paris and London.

ACHEMA—the major chemical engineering exhibition and congress held in Frankfurt this summer—was a busy site for talks between U.S. firms and possible European representatives. The U.S. Exhibition at the show reported 50 companies appointed a total of 36 reps, and another 116 agreements were under negotiation.

A between-shows display that took over the entire two floors of the Tokyo U.S. Trade Center was a profitable event for 25 U.S. electronics manufacturers. Japan's Toyo Trading Co., representing the American firms, organized the five-day June show and brought in 3,100 trade visitors, who attended two seminars, spent $145,000 for products during the show, and made other purchase overtures that indicate about $3,500,000 in additional sales during the next year.

Another regional office has been added by the Foreign Credit Insurance Association, this one in Los Angeles (611 W. 6th St., Suite 650). It will service FCIA clients south of the Monterey area in California, and in Arizona, New Mexico and Hawaii. The San Francisco office serves northern California, Oregon, Washington, Alaska and the mountain States. Besides the 250 Broadway home office in New York, FCIA also has offices in Chicago, Cleveland, Houston and Miami.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

Scenes from the inaugural exhibition at the U.S. Trade Center in Sydney, Australia, form a theme setting for this week's issue, which features the worldwide opportunities for U.S. firms to put their products before business visitors at trade shows. A 75-nation listing begins on page 13. The story of the Sydney exhibition is on page 2.

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International Commerce

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Computer Communications & Display

PEERING AT MAGNETIC TAPE displayed in Sydney by the International Division of 3M is a member of the Electricity Commission, N.S.W. in Australia. Showing microfilm systems, 3M was one of 24 participants. On the left, questions are fielded to a panel during the four-day communications and display conference.

EIGHTH U.S. OVERSEAS CENTER OPENS

Sydney tops $32 million

Inaugural display of data communications, graphic systems brought high sales, crowds

The sales were high, the turnout heavy, the symposium sold out for the inaugural exhibition at the eighth and newest Commerce Department Trade Center, located in Sydney, Australia.

Floor sales of American data communications and graphic data systems displayed by 24 firms passed the $1 million mark while prospects for additional orders over the next 12-24 months are estimated reaching $31.1 million for the June 29-July 3 promotion.

A total of 3,676 business, educational and Australian Government visitors attended the exhibition and a sell-out crowd of 285 registered for the four-day technical symposium. Co-sponsored by the Trade Center and the Association for Computing Machinery, New York, the conference devoted two days each to discussions of data communications and graphics.

In addition to several top Australian experts, nine American speakers participated in the event which included eight sessions. Formal papers were presented, and panel discussions, workshops and tutorials completed the program.

In addition to the business visitors, the opening show ceremonies were attended by Walter L. Rice, U.S. Ambassador to Australia; Ian Sinclair, Acting Minister for Trade and Industry, Australia; Davis Hughes, Minister for Public Works, State of New South Wales; Robert Rutledge, president, Australian Computer Society; Walter Kosinski, symposium head; and Edward J. Krause, Director of Commerce's Commercial Exhibitions Program of the Bureau of International Commerce which operates the eight overseas U.S. Trade Centers.

The 24 participants representing 25 firms in the show included 15 firms exhibiting equipment new on Australia's market scene and four exhibitors seeking agents and distributors through the show. Two were contracted at the show and the other two companies were reviewing qualifications of 21 possible representatives.

With the major emphasis of the new Sydney Center aimed at promoting American products already represented in Australia that will aid that nation's industry in meeting the needs of a rapidly expanding market, only six of the exhibition participants were entering Australia's business arena for the first time.

A sales breakdown by product category showed that approximately two-thirds of the projected 12-24 month orders, or $20 million, will be placed for computer services such as time sharing, while graphics equipment such as plotters and communications equipment including terminals and moderns each anticipate about $5.5 million of the remaining sales.

MICROSCOPES AIDED VISITORS at the Collins Radio Co. booth in seeing minute components displayed.

On the sales floor, California Computer Products of Anaheim wrote $250,000 in book orders and is projecting 12-18 month orders totaling over $1.2 million. The firm exhibited plotters, controllers and a magnetic recording unit.

The Massachusetts firm, Digital Equipment Corp., reports 150 solid sales leads from the Australian promotion and predicts follow-on orders of $1 million. The company displayed its CRT Terminal.

Sales reports

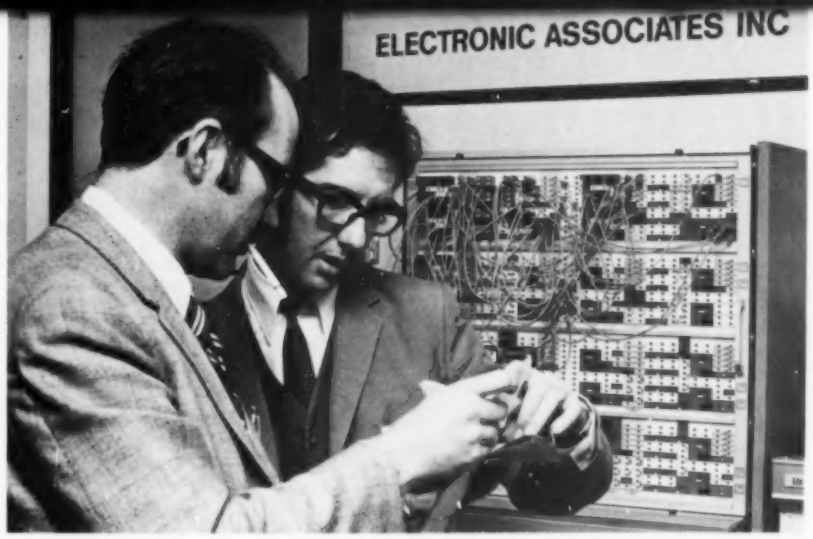
The International Division of 3M, St. Paul, reports $200,000 in floor orders and estimates $750,000 in 12-month contracts. Officials of 3M reported 175 sales leads generated during the show. Displays of a high-speed microfilm system and a microfilm cartridge reader/printer were mounted.

Control Data Corp. of Minneapolis anticipates first-year post-show purchases to reach $350,000 while leasing contracts are valued at $100,000 per year for the next three to four years.

Displaying a data plotter/recorder system and a two channel recorder, Electronic Associates, Inc., West Long Branch, N.J., estimates new orders for the coming year from contacts made at the show to reach $600,000. EAI was followed by Eastman Kodak of Rochester, N.Y. projecting $480,000 in 12-month sales and writing $90,000 in confirmed orders. Kodak showed its KOM 90 Microfilm System.

Representing the Hartford, Conn. company, Gerber Scientific Instruments, was Distributors Corp. Pty. Ltd. of Sydney. On display was the Gerber automatic plotting system. Distributors reported floor contracts of $120,000 and estimates sales over the coming year of $250,000. The Sydney firm also represented the New York firm Emec, Inc.

Other exhibitors in the first promotion at the new Sydney Center were: American Data Systems, Canoga Park, Calif.; Burroughs Corp., Detroit; Collins Radio Co., Richardson, Tex.; Computer Science Corp., Los Angeles; Courier Terminal Corp., Phoenix; Frederick Electronics, Frederick, Md.; Friden, Inc., San Leandro, Calif.; General Electric Co., Bethesda, Md.; Houston Instrument Division, Bausch & Lomb, Bellaire, Tex.; IBM World Trade Corp., New York; International Communications Corp., a Miglo Co., Miami; Intercontinental Systems, Far Hills, N.J.; National Cash Register, Dayton; Sangamo Electric Co., Springfield, Ill.; Tally Corp., Kent, Wash.; Tektronix, Inc., Beaverton, Ore.; Varian Associates, Palo Alto, Calif.



REVIEWING SPECIFICATIONS of equipment manufactured by Electronic Associates Inc., is a Sydney Center visitor and EAI official. Below, three business representatives stop at the American Data Systems booth.

ONE OF THE 3,676 VISITORS attending the first show in Sydney's new U.S. Trade Center questions a Frederick Electronics official. The Sydney Center on Pitt St. is the eighth showcase opened by Commerce.

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SURVEY TEAM MEMBERS discuss business prospects with Ghana's Minister of Trade, Industry and Tourism. From left, Rodney B. Wagner, Vice-President, Morgan Guaranty Trust Co.; Dallas M. Coors, Department of Commerce; Stephen M. Conger, Director of Commerce's Africa Division and author of this article; Minister R. A. Quarshie; Dr. John Farber, President, Int'l. Chemical Corp.; A. Appiah-Menka, Ministerial Sec'y.; and U.S. Embassy official Walter Drew.

SURVEY TEAM REPORTS

Africans seek 'own thing'

U.S. firms must recognize countries' aspirations to benefit from promising future

By STEPHEN M. CONGER
Director, Africa Division, BIC

The major conclusion of a recent joint government-business survey team to Africa which I led is that, in general, the welcome mat is out for American business, but Africans are determined to "do their own thing" in the development of their trade and industry. While anxious to expand investment and trade with American concerns, Africans increasingly want an opportunity to participate in the management and equity of all foreign ventures on their soil.

In short, Africans are determined to control their own wealth, to gain the maximum benefits from their economic growth. Potential investors should therefore seek to provide for local participation. Training of Africans to fill managerial and technical positions is a must. To the extent that American companies can adapt their ventures to contribute to these African objectives, they will benefit from the promising future foreseen for much of Africa.

The longer-term prospects for U.S. business in Africa appear very good on balance—if there is sufficient concerted effort by both the United States Government and the American business community. The outlook varies widely according to country and product or service, however.

In African governments' drives to diversify and expand trade and business relations, many are looking favorably toward the United States at the moment. But they will look elsewhere if American firms do not offer competitive deals. Therefore, it is important that U.S. businessmen put their best foot forward. They must expend adequate effort to determine the needs of their prospective African customers, distributors, or investment partners—as the case may be. They must meet these needs with competitive sales packages or carefully formulated investment proposals that are relevant to local business conditions as well as to government policies and regulations. It is particularly important to spend time on the African scene to develop adequate sales, service, and training facilities, as well as to provide continuing management support. U.S. exporters should be sure to furnish full information to their overseas customers concerning the type of financing available, interest rates, and terms.

In particular, the Export-Import Bank's recently strengthened programs should be borne in mind. These include relending credits, overseas financial guarantees, support for engineering and feasibility studies, and participation financing.

A major problem encountered in most of developing Africa is an inadequate transportation sector. Contemplated sizable expenditures for transportation (including equipment and parts) make the prospects excellent for sales of U.S. capital goods. Road building and other construction equipment; road, rail, and water transport equipment; and materials-handling equipment were among opportunities encountered by team members in the three countries visited—Ghana, Nigeria, and Congo (Kinshasa). Mineral exploration and development activities also augur well for sales of U.S. equipment and supplies.

Substantial growth is seen for other

lines too—both consumer and capital goods—if American exporters can step up their promotional efforts to combat strong competition—not only from the traditional European suppliers, but from other Common Market countries and Japan as well. Much U.S. equipment can compete on the basis of price/performance, but this advantage is often offset by a neglect of sales and service effort and, at least in the cases of Ghana and Nigeria at the present time, the reluctance to accept delayed-payments procedures for imports prompted by tight exchange positions.

Each nation shows promise

The three countries visited show considerable promise. Thanks to rising petroleum revenues, Nigeria is making a rapid recovery from its protracted civil war. With political stability restored three years ago, the Congo continues to gain economic strength from high copper earnings and an infusion of foreign capital. Ghana, although still burdened by a heavy external debt and a chronic internal pricing problem in its vitally important cocoa sector, is making steady progress and has a promising longer-term outlook.

All three countries are actively seeking foreign investment. Ghana and Nigeria are especially interested in investment proposals that provide for participation by local investors. In some cases minority participation is sufficient, while in others controlling African interest may be preferred. Provision must be made for local participation in management.

Short and medium-term capital can generally be supplied in adequate amounts from the banking sectors—including expatriate banks—in all three of the countries visited by the team. Longer-term capital is available in more modest amounts from government development banks, but large sums would have to come from outside the country.

Technical and managerial personnel are in very short supply in all the developing African countries. Generally, Africans respond well to training, however. Good training programs are thus an essential element of any planned investment.

Other findings of the survey team include the following:

- U.S. business cannot wait any longer if it is going to expand its role in Africa —or even hold its own. Emphasis on investment promotion would be perhaps the fastest way to build up the lagging American business presence in the continent, but trade should be pushed equally hard.
- Additional avenues for market penetration that should be more actively pursued include licensing and franchising.
- Direct trading relationships with U.S. manufacturers are often preferred by Africans to using established European trading firms; this preference is now very strong in the Congo. But direct trade is not yet feasible for many lines because of low volume and limited indigenously-owned import facilities.
- U.S. products are well-liked in principle by a small, sophisticated sector of business and government, but relatively few items are widely known. Allegiance is to established brands—mostly European —especially in Ghana and Nigeria.
- The mail-order approach and one-day-stand circuits of Africa by some U.S. businessmen are no match for the well-entrenched presence of European firms. Although many Americans are doing an outstanding job, others are missing good opportunities—mainly by default.
- Present U.S. Government promotional vehicles are generally not appropriate for Africa. The best ones are the Joint Export Association Program and Specialized Trade Missions. (Recruitment is under way for the first U.S. Specialized Mission to Africa: an Agricultural Development Mission which is scheduled to visit Congo, Ghana, and Nigeria this fall.)
- Pressures for Africanization of management and technical echelons are mounting fast—especially in East Africa, Ghana, Ivory Coast, Nigeria, and Zambia. Success here depends on effective training programs and a continuing dialog between each foreign investor and the host-country government on the investor's utilization of indigenous personnel.
- There is considerable lack of awareness in local government and business circles regarding Eximbank facilities, particularly relending credits and financial guarantees.

The survey/consultation team, which spent two weeks in May visiting Congo (Kinshasa), Ghana, and Nigeria, was an extension of a similar undertaking led by Acting Assistant Secretary of Commerce Robert McLellan to Ethiopia, Kenya, and Morocco in January (see INTERNATIONAL COMMERCE, Apr. 13). It was, in effect, the second and final phase of a two-part project to evaluate prospects for U.S. trade and investment in the entire developing Africa region on the basis of specific findings in the countries visited.

President opposes quota concept

President Nixon has reasserted his Administration's general opposition to import quota legislation and preference for voluntary agreements in this field, at a press conference last week at which he commented on trade measures being developed in the House Ways and Means Committee.

In an earlier appearance before the same committee, Secretary of Commerce Maurice H. Stans had made the same points in supporting the textile import provisions of H.R. 16920, the trade bill sponsored by committee Chairman Wilbur D. Mills of Arkansas (See *INTERNATIONAL COMMERCE*, July 13, pages 6 and 10).

Answering a question about his views on a bill reported to establish import quotas beyond those for textiles, the President said on July 20:

"I would certainly veto it, if it contains the provisions which I did not recommend. Speaking in general terms, first, quota legislation—mandatory quota legislation—is not in the interest of the United States. We are an exporting nation rather than an importing nation. It would mean that in the end, while it would save some jobs, it would cost us more jobs in the exports that would be denied us—the export markets that would be denied us; and, second, even more important, it is highly inflationary, as anybody who has studied tariffs and quotas through the years is well aware.

"Consequently, I have always opposed quota legislation as a general proposition.

"In the case of textiles, for 16 months we have been attempting to negotiate a voluntary quota agreement with Japan without success and also with other nations. In view of that lack of success, and in view of the enormous importance of the textile industry to this country, the fact that one out of eight workers in manufacturing is in textiles, we feel that for the Congress to pass a limited bill dealing with textiles only and providing that mandatory quotas will come into effect and will remain in effect only if voluntary quotas are not negotiated, we believe that that approach is acceptable.

"But if the bill goes beyond that, if it, for example, includes other items, I would not be able to sign the bill because that would set off a trade war which would have all the repercussions that I have tried to describe earlier."

XUM

Leading markets increase purchases of U.S. goods

Our position improves in five of top ten outlets, declines in developing countries

All but five of 41 major markets for U.S. products, including all the developed nations, raised their total imports during the most recent 12 months for which data are available. Although virtually the same countries increased their purchases also from the United States, most did so at a slower rate than from the rest of the world, as shown in the accompanying table.

As a consequence, the U.S. share rose in only half the developed countries and in less than a fourth of the developing nations. Even so, in many cases this improvement in our position probably reflected the exceptionally high level of U.S. exports following settlement of the long Atlantic and Gulf Coast dock strikes in early 1969.

Five of our top ten markets, Japan, the Federal Republic of Germany, Belgium-Luxembourg, France, and the Netherlands, expanded their purchases of U.S. goods by more than 20%. In the first four of these countries our share increased, while holding even in the Netherlands. It also rose in the United Kingdom, even though British imports from the United States grew by only a tenth. On the other hand, our position declined slightly in Canada, our largest customer, as well as in Italy and Australia. It weakened negligibly in Mexico.

Imports climb in Europe, Japan

Leading the world surge in imports were the countries of continental Western Europe and Japan, most with increases ranging between 15 and 25%. Among major West European trading countries, the sharpest rise occurred in Germany, where, despite higher interest rates and a tightened credit policy, investment in equipment and outlays on construction remained strong as utilization of industrial capacity reached record levels.

Taxed production facilities and labor shortages also helped drive up imports in Belgium-Luxembourg and the Netherlands. Widespread labor disputes with consequent reduced output, in conjunction with rising prices, stimulated imports into Italy by a fifth. French purchases of foreign products, expanding at about the same rate, decelerated from the previous period as devaluation of the franc last August moderated the inflow of goods.

In Japan, the economic boom which began in late 1965 continued unabated as gross national product rose by more than 10% for the fourth consecutive year. The 12-month period ending April 1970 was characterized by rapid growth in industrial production and increased investment by private interests and the government. Significant expansion in the inflow of industrial materials and capital goods contributed in a major degree to the sharp rise in Japan's imports.

The high cost of credit coupled with fiscal restraints tempered the growth in Canada's purchases of foreign goods, holding it to one-tenth. Import gains by the United Kingdom and Australia were even less marked. Britain, faced with the dual task of modernizing its industry and at the same time improving its balance-of-payments position, held import growth to 6%. In Australia, the decline in deliveries of civilian aircraft and defense requirements from the United States also kept the net increase to the same modest proportions.

Among smaller developed nations, Finland, enjoying a wave of prosperity following an extended slowdown, expanded purchases by more than one-fourth. Switzerland and Spain found themselves in similar positions, while both Denmark and Sweden boosted arrivals by about one-fifth.

With an import bill more than one-third higher than in the previous 12-month period, Taiwan recorded the sharpest increase in overseas purchases among developing nations. The Republic of Korea, Hong Kong, and Singapore also were singularly buoyant markets, each raising imports by one-fourth. Investment by new and established petroleum companies contributed substantially to the marked rise in the flow of goods into Nigeria. Israel was not far behind, as imports of defense material, consumer goods, and capital equipment all swelled. Argentina recorded the highest increase in Latin America through 1969.

India, Iran, and Pakistan were among the few countries buying less foreign goods than in the earlier period. The 16% reduction in India's arrivals represented the sharpest cut, as tightened import restrictions, a slackening in foreign investment, and another good harvest helped achieve the smallest Indian trade deficit in 14 years.

U.S. sales rise in most markets

Although 35 of the 41 countries for which data are provided in this report boosted their purchases from the United States in the most recent period shown, only in 16 were the increases large enough to raise our share of the market. Among our top ten markets, however, the record was better as our position improved in five.

Japan expanded its purchases of U.S. goods by a third, more than doubling the increase for the previous period. Coal and iron and steel scrap accounted for the largest gains, although corn, office machinery, mainly computers, and aircraft and parts also contributed significantly. Germany and Belgium-Luxembourg each boosted imports from the United States by 30%, with iron and steel products and computers responsible for a major portion of the expansion in both cases. The French advance of nearly a fourth was also in part due to larger purchases of iron and steel products, especially plates, and office machines, again mainly computers. Prominent in the 10% rise in U.K. purchases from this country were computers, parts for this equipment and other office machines, primary forms of iron and steel, and silver.

Dutch imports from the United States rose by more than one-fifth, but purchases

from all sources grew equally fast so that our share remained unchanged. Contributing to the increase were substantial gains in synthetic yarns and thread and a more moderate upswing in nonferrous ores, virtually all molybdenum.

Arrivals of U.S. merchandise into Italy grew by 17% but failed to match the rise in total imports. As a result, our position in the Italian market weakened. Among the more sharply expanding commodities in this flow of trade were iron and steel products, with lumber and tobacco also moving up but at a slower rate.

Our share likewise declined in the Canadian market. In the 12-month period ending April 1970, movements of U.S. passenger cars into Canada grew by less than $10 million. Purchases of iron and steel, soybeans, and internal combustion engines were all appreciably larger. With Australia's imports of U.S. goods remaining at virtually the same level as in the earlier period, our share of that market fell.

Five of the smaller developed countries, Ireland, Spain, Austria, Switzerland, and Sweden, boosted their purchases of U.S. goods by more than one-fifth. Our market position strengthened in each case. The rises were most dramatic in Ireland and Spain. U.S. iron and steel, along with nonferrous ores and alloys, were important in the expanded imports of most of these countries.

Purchases from the United States by the developing countries rose substantially in many instances, but exceeded the growth rate in total imports only in Singapore, Israel, and Hong Kong. Stepped-up arrivals of U.S.-made nonelectric machinery, including mining and construction equipment, as well as electronic tubes and semiconductor devices were key factors in Singapore's increase of more than one-half in its purchases from this country. Electronic tubes and semiconductor devices were also instrumental in the one-third surge by Hong Kong. In the case of Israel, aircraft and parts, as well as several types of engines and computers, led the expansion of goods from the United States.

On the other hand, our position weakened in Taiwan and Nigeria, even though their imports of U.S. goods expanded substantially. Our share also slipped in all the developing nations which curtailed purchases from this country. The most marked decline occurred in India, where the inflow of American products fell by a third, double the rate of decrease in total imports. Among the more significant reductions were those in purchases of chemical fertilizers and nonferrous metals, half of them copper and tin.

SDRs augment reserves

As of the end of March 1970, the 39 principal U.S. trading partners on whom data are available held nearly $53 billion in official reserves, some $2.5 billion more than a year earlier. More than three-fourths of these countries reported increased holdings but some, notably Germany and Israel, incurred sizable losses. Although the developed nations accounted for the major portion of the rise, the reserves of the developing countries grew at an appreciably faster rate.

The initial allocation by the International Monetary Fund of Special Drawing Rights (SDRs) equivalent to $3.4 billion accounted for the increase. This allocation amounted to 16.8% of the quotas in the Fund of the 104 participating countries. Thus, these nations' holdings were automatically augmented at that rate effective Jan. 1, 1970. Among major free-world traders, only Switzerland is not a Fund member and, therefore, not a participating country.

Japan was the leading gainer in reserves during the year ending March 31, raising its holdings by $840 million to exceed the $4 billion mark, more than twice their level two years previously. Japan has thus become the fifth largest holder of reserves in the free world, surpassing Switzerland. A continuing strong trade surplus was the dominant factor in the large increase.

Despite strikes and the loss of overseas wheat markets, Canada raised its reserves by nearly $600 million. The inflow of long-term capital and an improved trade performance during the first quarter of 1970 contributed to the gain. Switzerland upped holdings by more than $450 million as tourist expenditures and other receipts offset its trade deficit by a wide margin.

Benefiting from a reflux of funds following revaluation of the German mark and from a strengthening trade position, Belgium also boosted reserves substantially. With a merchandise surplus in three consecutive quarters and an improved capital account, the United Kingdom was able to increase its holdings and also repay a number of its short and medium-term debts.

Of the developing countries, India recorded the largest increase in official holdings, largely due to reduced imports and rising exports. A high rate of capital inflow and invisible earnings pushed Korea's reserves past the half billion dollar mark, even though the country incurred another large trade deficit in 1969. Taiwan, Peru, and Colombia also scored notable increases.

Massive outflows of short-term capital following revaluation of the mark accounted for the bulk of the more than $800 million reduction in German reserves. The trade surplus remained strong throughout the period. Despite rising exports, Australia incurred a loss of over $200 million as the inflow of investment capital slackened.

In South Africa, a marked increase in imports, a slowdown in exports, and a falloff in capital inflow combined to reduce official holdings. The drain on Israeli reserves primarily reflected a sharp rise in imports, largely defense requirements. Most of Argentina's loss occurred in the fourth quarter of last year, apparently the result of adverse capital movements.

A report on the value of total imports into all of the major free world foreign markets for which current statistics are available, the U.S. share of those markets, and information on changes in reserves of the listed countries is published quarterly in INTERNATIONAL COMMERCE. *The preceding report appeared in the issue of Apr. 27.*

The article and accompanying table were prepared by specialists in the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

Patent treaty signed

A new International Patent Cooperation Treaty that will facilitate multi-country patent applications has now been signed by the United States and submitted to the U.S. Senate for its advice and consent as part of the ratification and implementation process.

At the ceremony of signing that climaxed a Washington Diplomatic Conference June 19, a total of 19 other nations joined the U.S. in approving the treaty. The treaty remains open for signatories until the end of the year. Four years of preparation and negotiation went into it (see INTERNATIONAL COMMERCE, June 15, page 7), under sponsorship of the United International Bureau for the Protection of Intellectual Property, the administrative agency of the Paris Union composed of the 78 nations adhering to the Paris Convention on patents of 1883. Several drafts had been prepared and reviewed by "committees of experts" from several nations prior to consideration of the final draft at the diplomatic level.

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Bureau of International Commerce

World

The 41 markets shown below accounted for 88% of 1969 imports into all free-world foreign

Values in millions of dollars

Published

Country	1969 Imports			1970 Imports January through latest month				Import change in latest available 12-month period compared with preceding 12-month period		Reserves at end of first quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1969	1970
Germany, Fed. Rep. of	25,006	2,619	10.5	Apr.	9,674	1,038	10.7	+25	+30	8,205	7,366
United Kingdom	19,956	2,703	13.5	Apr.	7,078	905	12.8	+ 6	+10	2,470	2,710
France	17,373	1,466	8.4	Apr.	6,351	619	9.8	+19	+23	3,987	4,126
Japan	15,025	4,094	27.2	Apr.	5,878	1,764	30.0	+22	+33	3,218	4,058
Canada	14,293	10,384	72.7	Apr.	4,659	3,455	74.1	+10	+ 8	3,011	3,598
Italy	12,450	1,411	11.3	Mar.	3,443	380	11.0	+20	+17	5,056	5,080
Netherlands	10,992	1,067	9.7	Mar.	3,047	307	10.1	+21	+21	2,408	2,670
Belgium-Luxembourg	9,989	766	7.7	Mar.	2,690	218	8.1	+24	+30	2,102	2,530
Sweden	5,899	505	8.6	Mar.	1,698	167	9.8	+19	+22	754	654
Switzerland	5,286	448	8.5	Apr.	2,098	192	9.2	+24	+32	3,131	3,587
Australia	4,545	1,138	25.0	Feb.	816	193	23.6	+ 6	+ (1)	1,592	1,380
Spain	4,234	728	17.2	May	1,981	390	19.7	+23	+51	1,023	912
Denmark	3,799	293	7.7	Apr.	1,419	115	8.1	+20	+15	332	449
South Africa, Rep. of	3,291	571	17.3	...	.....	...	...	+14	+11	1,677	1,385
Norway	2,943	230	7.8	Apr.	1,116	94	8.4	+17	+14	635	684
Austria	2,825	84	3.0	May	1,359	55	4.1	+19	+37	1,465	1,500
Hong Kong	2,457	330	13.4	Mar.	639	88	13.7	+23	+30	(2)	(2)
Yugoslavia	2,135	92	4.3	Mar.	527	21	4.0	+13	+ 3	189	264
India	2,129	622	29.2	Jan.	171	45	26.1	−16	−33	769	1,095
Mexico	2,076	1,297	62.5	...	...	...	...	+ 6	+ 5	658	722
Singapore	2,040	161	7.9	Mar.	574	55	9.6	+24	+54	(2)	(2)

Note: The countries shown above include 41 major importers of U.S. merchandise in 1969, nine fewer than in the previous report, because 1969 data are unavailable for the latter. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. to a c.i.f. valuation for the following: Australia, Canada, and the Republic of South Africa.

Reserves include official holdings of gold and foreign exchange, the gold tranche position, and, beginning January 1970, Special Drawing Rights (SDRs) in the International Monetary Fund.

market report

markets and 87% of imports from the United States.

quarterly

Country	1969 Imports			1970 Imports January through latest month				Import change in latest available 12-month period compared with preceding 12-month period		Reserves at end of first quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1969	1970
Finland	2,023	103	5.1	Apr.	782	35	4.4	+28	+ 6	365	380
Korea, Rep. of	1,824	530	29.1	Feb.	276	78	28.3	+25	+12	376	554
Greece	1,594	152	9.5	...	...	...	...	+15	+42	285	281
Argentina	1,556	[3]347	[3]22.4	...	...	...	...	+33	+29	815	609
Ireland	1,413	126	8.9	Feb.	247	22	8.7	+21	+68	590	728
Iran	1,384	196	14.2	Jan.	111	13	12.0	− 4	−23	270	291
Israel	1,318	311	23.6	Feb.	228	64	28.2	+22	+34	770	415
Philippines	1,254	358	28.5	Mar.	284	77	27.1	− 4	−10	175	192
Thailand [4]	1,238	230	18.5	...	...	...	...	+ 9	+ 7	1,042	1,012
Portugal	1,231	61	4.9	Apr.	397	28	7.1	+18	+15	1,348	1,391
Taiwan	1,213	292	24.1	Feb.	203	55	27.1	+36	+30	393	512
Pakistan	1,011	246	24.3	Apr.	316	82	26.0	− 3	−24	306	342
New Zealand	1,003	121	12.1	Mar.	250	30	12.0	+12	+ 9	112	155
Turkey	754	128	17.0	Feb.	161	36	22.3	+ 2	+ 7	109	249
Nigeria	693	82	11.8	Feb.	156	22	14.0	+25	+17	134	155
Colombia	686	300	43.7	...	...	...	...	+ 7	− 7	168	276
U.A.R. (Egypt)	[3]607	[3]46	[3]7.6	...	...	...	...	− 9	+25	181	185
Peru	601	186	30.9	Apr.	194	59	30.6	+ 1	− 1	136	255
Trinidad and Tobago	483	71	14.7	Feb.	79	9	12.0	+19	+17	41	[5]43
Costa Rica	[3]231	[3]85	[3]36.7	...	...	...	...	+ 8	+ 5	29	29

[1] Less than 0.5 percent.
[2] Not available.
[3] Estimated from partial year data.
[4] Port of Bangkok only.
[5] End of February.

Source: Official trade statistics of listed countries.
International Monetary Fund, *International Financial Statistics.*

XUM

U.S. FOOD PROCESSING, MACHINERY MISSION pauses before boarding plane in Guadalajara for Monterrey. Director William Rafferty is second from left.

Mission selling food processing, packaging, bottling machinery in Mexico sees excellent prospects

Local industrialists show lively interest in modern machinery; participants score $150,000 in sales, estimate $1 million more

By WILLIAM A. RAFFERTY
Mission Director

Lively interest in acquiring modern U.S. food processing, packaging, and bottling machinery and equipment exists among Mexican industrialists, and future prospects for sales of such equipment are excellent. There is a preference for the U.S.-made product, despite hot competition and alluring terms offered by third countries.

These were the main findings of an 11-man specialized food processing and packaging equipment trade mission that visited Mexico City, Guadalajara, and Monterrey, June 22–30. Principal interests of members of the mission, which was organized by the Department of Commerce, were direct sales and agency or distributorship appointments; one member also was seeking a licensee.

The 11 men, who as direct selling representatives of their firms defrayed their individual expenses, closed sales for some $150,000 and projected sales for the next 12 months at about $1 million.

Of the seven members seeking agencies or distributorships, one concluded arrangements, five were still in discussion stages, and one intended to return to Mexico shortly to follow up on several prospects. The member seeking a licensee reported that he had located several promising prospects.

Four members were new to the market, one was new to export, and six had been doing business with Mexico for some time. They were unanimous that participation in the mission was extremely effective in opening doors, making contact with top management decision makers, and conducting far more business interviews than would have been possible operating individually. They felt, generally, that the Commercial Staffs of the Embassy and Consulates, in cooperation with the Department of Commerce, had done a good job of arranging such appointments.

Participation in the mission had acted as the catalyst in speeding the closing of sales already under negotiation, according to William J. Kastner of the George J. Meyer Manufacturing Co. He emphasized that in his opinion companies doing business in a country should be just as interested in appropriate trade missions as those new to the market. Department of Commerce sponsorship "introduces U.S. business to the purchaser. It confirms integrity of supply, while revealing new sources and techniques to help the host country advance."

As the machinery lines represented by mission members generally were complementary, there was a high degree of "handover" or referrals of Mexican business contacts among mission members. Also, the individual members were quick to refer Mexican businessmen to U.S. sources of supply for machinery and equipment not represented on the mission. As an interesting sidelight, several

members found sources of supply within the mission for particular types of machinery they needed, thus creating possibilities for domestic sales.

Status of Mexican industry

It was the concensus of the mission, in appraising their findings, that:

► Brewing and soft drink industries were on a par with those of the United States, and keeping pace.

► Distilleries and wineries, with some notable exceptions, were at U.S. 1935–40 levels regarding production speeds and equipment. This gap is expected to be closed in 15 years.

► Food, chemical, cosmetic and pharmaceutical processors were on a level with U.S. 1935 speeds and equipment. Twenty to twenty-five years may be required to reach current U.S. levels, with food processors taking the lead.

► The explosive development of supermarkets, discount stores, and the general advance in marketing has produced a steadily rising demand for packaged products supported by the continued increase in individual purchasing power. The outlook is for this rising demand to continue, as the Mexican economy maintains the dramatic growth rate which has characterized recent years, with some food product lines reaching boom conditions in the next few years.

► The current Mexican effort to boost agri-business development promises bright prospects for sales of processing and packaging equipment which ties in with this embryo, but steadily advancing program.

► Mexican producers, therefore, are motivated by the need to move from hand to automated operations, or to upgrade existing mechanized operations. Frequently, this can be accomplished by purchasing used or rebuilt equipment ideally suited to the present state of Mexico's processing and packaging activities.

► Protected domestic production of "very basic" equipment closes the market to some items—precise delineation is almost impossible—and expansion of local production will continue. But the heavy equipment market will remain good, with the major competition coming from third countries. These have been Germany, Italy, France, United Kingdom, and Sweden.

The mission members noted the Mexican Government's drive to improve industrial efficiency and increase the international competitiveness of Mexican manufactures in order to spur manufactures exports. They reported, and supported, the view of Mexican processors and packagers that the Government in protecting domestic equipment producers, would not bar the door to the continuing entry of the latest techniques and machinery, so important in this dynamic segment of industry. To do so, they felt, would only lengthen the time-catch-up gap now facing most Mexican processors and packagers. As one member noted, while it might be possible to produce a particular item locally, a "single wrong machine in a production line will destroy the advantages of every other high quality production machine in that line."

Market research report on Mexico available

Under its new "Go Global" program, stressing overseas market research to aid export expansion, the Commerce Department recently completed a survey of the market for food processing and packaging equipment in Mexico. The study is summarized in a report published as part of the Department's International Marketing Information Service, *World Markets for U.S. Exports* series.

The report, IMIS-70-207, may be obtained from the Sales and Distribution Branch, U.S. Department of Commerce, Washington, D.C. 20230, or any Commerce Field Office, at 10 cents a copy.

Individual reactions

Viewed against the foregoing general assessment of the Mexican market for food processing, bottling, and packaging equipment, are the following reactions of the individual mission members:

W. Loyd Florence, Fowler Products, Inc., Athens, Ga.:

"The Mexican soft drink and beer industry is well advanced, comparing favorably to U.S. operations with respect to capacity, automation and employment of modern equipment. Moreover, the Mexican bottling industry faces the same problems as exist in the United States and must continue upgrading individual plants and merging into larger, more efficient operations. To accomplish this objective and also adjust to an ever-expanding market will require a vast amount of U.S.-preferred bottling machinery. Most of the major items comprising a complete bottling production facility can be imported. Due to the limited number of bottling operations (declining due to mergers), it seems unlikely that there will be any appreciable change in import regulations affecting major bottling equipment imports."

Paul K. Girton, Girton Manufacturing Co., Millville, Pa.:

"About one-half of the items in our line of equipment for processing milk and related products no longer are importable due to protected domestic production. So, we are actively seeking prospects for licensing or technical assistance agreements. Meanwhile, prospects for sales of non-protected items seem excellent. The advance arrangements and constant assistance made possible many contacts I otherwise could not have made."

Taylor Glass, Polarmatic Corp., Austin, Tex.:

"While most of the ice cream plants in Mexico are still small for our automated production equipment, I believe the future holds great promise. Ice cream consumption will rise as the use of refrigeration, both home and commercial, spreads. There is little competition at the retail level, and practically no advertising. Several groups have ambitious programs for the future and several firms are interested in our machinery. Mexico is on the verge of an ice cream boom."

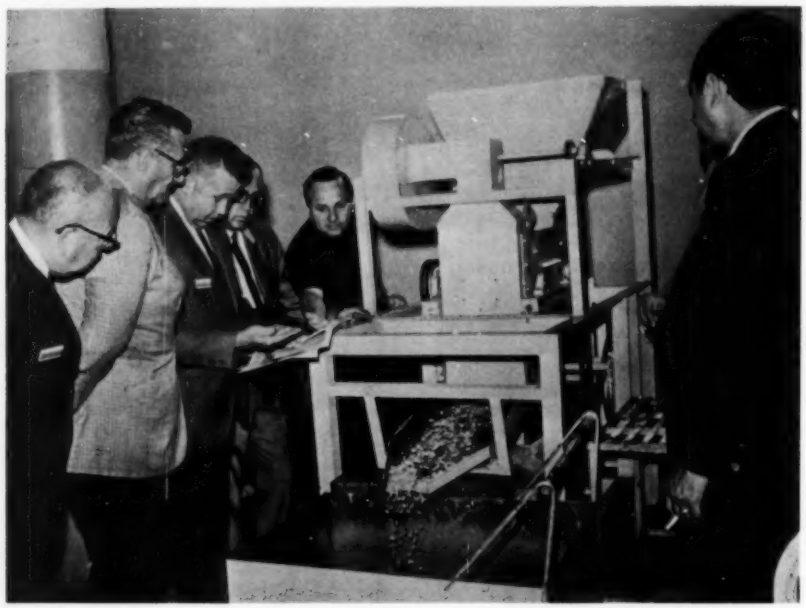
William J. Kastner, George J. Meyer Manufacturing Co., Union, N.J.:

"There is ever-increasing opportunity for exports of U.S. packaging machinery, as the Mexican economy and general living standards grow. The United States, due to constant experience in "on line" testing of new equipment, can supply proven top operational equipment of the latest design ideally suited to Mexico's

COFFEE TIME FOR MISSION IN MEXICO meant watching individual soluble-coffee packaging. Girl in center hand-selects 100 packets for box on floor.

XUM

VIEWING CANDY forming, wrapping operation in Guadalajara are mission members Sanchez (2nd from l.), Martin, Scarboro, Rafferty. Plant owner is between Martin and Scarboro.



PEANUT HULLING was also observed by the equipment selling group at the Guadalajara candy factory.

needs. Also, the success of U.S. packages can serve as a research library for successful Mexican marketing package design."

Omar Lennen, Burford Distributing Corp., Dallas, Tex.:

"The Mexican market is ripe for production packaging, including flexible packaging. Generally, hand methods still are the rule in wrapping or packaging products in modern materials. Easy to open and reclose packaging is a "comer" here. The local firms very much appreciate the voluntary assistance we can furnish regarding their technical problems. Personal contact with potential customers, as facilitated by trade missions, is an essential adjunct to our domestic efforts—shows and publications."

Wesley J. Martin, Woodman Co., Decatur, Ga.:

"The snack industry is just beginning to boom, offering good opportunities for U.S. packaging machinery. Many Mexican firms lack the necessary machinery, or are operating with antiquated equipment. Principal U.S. competition in this area comes from Germany. Too many U.S. firms have failed to recognize the Mexican market potential."

Donald W. Melick, Kuhl International Inc., Flemington, N.J.:

"The market for automated egg handling and processing equipment, while small at present, will have greater and greater potential with the change from manual operation to completely automatic systems. The need to become efficient, increased competition, and labor conditions will necessitate this revolution. The mission proved to be most effective as a means of getting market knowledge."

Luis Sanchez, Doughboy Industries, Inc., New Richmond, Wis.:

"Based on personal observations and the interest shown by my contacts, there is a good and growing market in Mexico for products of our line such as wrapping machines, sealers, labelers, shrink tunnels, form, fill and seal machines. Participation in the mission produced valuable market information and opened new ideas and opportunities for our Latin American operations in general, and will materially aid our firm in developing business."

Elmer E. Scarboro, Allen Trading Co., Newberg, Ore.:

"The Mexican food processing industry still is in its infancy, hence this is an ideal time for U.S. manufacturers to start sales campaigns. Aiso, the present state of some segments of Mexican processing offers sales opportunities for certain types of equipment in declining demand in the United States. We are new to this market but as a result of the mission I expect to be doing interesting business in vibratory food handling equipment—so interesting that I shall be back in Mexico within six weeks to follow up on prospects and proposals."

John D. Stanford, Bettendorf-Stanford Baking Equipment Co., Salem, Ill.:

"Although limited, the Mexican market offers good prospects for our specialized products—slicers, blades, and hones. While chain operations offer the best opportunities, the smaller bakeries should not be overlooked. We will return to Mexico shortly for further market investigation and promotion."

David S. Wohl, Wohl Associates Inc., Oceanside, N.Y.:

"Even though I have been selling used and rebuilt food processing and packaging machinery to the Mexican market for almost 25 years, the prospects for increased sales are greater than ever. Demand for packaged products, supported by the continued increase in individual purchasing power, is rising. Many firms must up-date equipment, and can do so efficiently with good used or rebuilt machinery, often at prices less than one-half of new."

Mission Director Rafferty, author of the accompanying report, is the Commerce Department's Desk Officer for Mexico.

WORLDWIDE LISTING

Fairs set for 75 nations

Shows around the world offer opportunities for U.S. businessmen to sell products

INTERNATIONAL COMMERCE periodically publishes a schedule of future international trade fairs to help American manufacturers plan their overseas participations for the period ahead.

The following information is taken from the latest data available to the Department of Commerce on upcoming fairs. It should be noted that the Department cannot assume responsibility for accuracy of dates or for the outcome of any transactions with the fair managements.

The fairs, some general, some specialized, are listed by country, city, name, type, and management address. Unless otherwise specified the fairs are scheduled for 1970 and have their management offices located in the host city.

Information and counseling on non-Commerce sponsored trade fairs are available by **writing** Export Business Relations Division, BIC-930, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3213).

Commerce Department Solo Exhibitions, as well as listed international trade fairs in which the Department is officially participating, are identified by this mark (●).

Official Commerce participation in international trade fairs, in cooperation with local agents of U.S. firms located in host countries is identified by this mark (►).

International fairs and solo exhibitions that have been tentatively proposed for official Commerce participation are identified with this mark(★). No final decision has yet been made concerning Commerce Department participation and sponsorship.

Since Commerce-sponsored promotions are subject to change as new shows are added and previously announced shows are deleted from the schedule, INTERNATIONAL COMMERCE also periodically carries an up-to-date listing of U.S. overseas commercial exhibitions. This fair listing is devoted entirely to Commerce-sponsored exhibitions at overseas commercial trade fairs and U.S. Trade Center promotions, with an extensive description of each.

Write: Commercial Exhibits Program, BIC-932, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-2474).

Afghanistan

Kabul

Aug.-Sept. 1971. Annual Jeshyn Trade Fair. Afghan Ministry of Commerce.

Algeria

Algiers

September 1971. 8th Algiers Int'l Trade Fair. Chambre de Commerce et d'Industrie, Place des Martyrs.

Angola

Luanda

November 1971. Luanda Industrial Fair. Industrial Equip., Commerce. Industrial Assn. of Angola, P.O. Box 999.

Argentina

Buenos Aires

Nov. 5-15. British Industrial Exbn. Industrial & Trade Fairs Int'l Ltd., Commonwealth House, New Oxford St., London, W.C.1.

August 1971. Int'l Assn. of Logopedics & Phoniatrics.

Oct.-Nov. 1971. Int'l Toy Exbn. Infantile Cardiological Foundation.

Dec.-Jan. 1971. Int'l Communications Exbn.

Palermo

March 1971. 3rd Int'l Argentine Forestry Exbn. Sociedad Rural Argentina, Palermo, Buenos Aires.

Australia

Adelaide

April 1971. EXPO—Int'l Building & Furnishings Exbn.

Brisbane

August 1971. Royal Agricultural & Industrial Show. G.P.O. Box 122B Brisbane, Queensland.

May 22-26, 1972. 5th Australian Computer Conf.

Claremont

Sept. 24-Oct. 1. Perth Royal Show. Royal Agricultural Society, 239 Adelaide Terrace, Perth.

Melbourne

March-April 1971. Int'l Chemical Plant Engineering Show.

March-April 1971. Int'l Instruments, Electronics, Automation, Control & Communication Show. General Exhibitions, Fairs & Convns., 392 St. Kilda Rd., Melbourne, Victoria 3000.

► *May 24-28, 1971.* 13th Nat'l Radio & Electronic Engineering Conv. & Exbn. Featuring Electronic Components.

May 1971. Int'l Heating, Ventilating & Air Conditioning Show.

May 1971. Int'l Trade Fair. Thomson Exbn. Promotions Pty. Ltd., 47 Chippen St. Chippendale, N.S.W. 2008.

August 1971. 6th Engineering Exbn. Biennial General Exbns., Fairs & Convns. 392 St. Kilda Rd., Melbourne, Victoria 3000.

★ *August 1971.* U.S. Solo Exbn. Food Processing & Packaging Equip.

Sept.-Oct. 1971. Int'l Mining, Construction, Plant & Materials Handling Outdoor Show. General Exbns. Fairs & Convns., 392 St. Kilda Rd., Melbourne, Victoria 3000.

Sept.-Oct. 1971. Construction Equip. & Road Show.

September 1971. Int'l Homes, Decor. & Building Trade Shows. General Exbns., Fairs & Convns., 392 St. Kilda Rd., Melbourne, Victoria 3000.

March 1972. Int'l Textile Machinery Fair. General Exbns., Fairs & Convns., 392 St. Kilda Rd., Melbourne, Victoria 3000.

August 1973. 7th Int'l Engineering Show. General Exbns., Fairs & Convns.

Sydney

Sept. 8-11. Int'l Photographic Communications Show. General Exbns., Fairs & Convns. (N.S.W.) Pty. Ltd., 67 Walker St., N. Sydney, N.S.W. 2060.

Sept. 28-Oct. 2. HOSPEX—Int'l Hospital, Med'l Equip., Services & Supplies Exbn., Industrial & Trade Fairs Ltd.,

Oct. 12-16. Int'l Dairy Equip. Exbn. Industrial & Trade Fairs Ltd., N. Sydney N.S.W. 2060.

Feb. 15-19, 1971. CETIA—Int'l Control

XUM

Electronics, Telecommunications, Instruments & Automation Fair.

Apr. 2-13, 1971. Royal Easter Show.

June 1971. Int'l Education & Careers Exbn. & Conf. Gerald G. Kallman Assocs., 30 Journal Sq., Jersey City, N.J. 07306.

June-July 1971. FREIGHTEX-71—Containerization, Freight & Transport Services Exbn.

Aug. 12-21, 1971. Sydney Int'l Trade Fair. Biennial.

Oct. 14-23, 1971. 4th Machine Tool Exbn. Industrial & Trade Fairs Pty. Ltd. 3rd Fl., ADC House, 77 Pacific Highway, N. Sydney, N.S.W. 2060.

August 1972. Int'l Engineering Show. Biennial.

September 1972. HOSPEX—2nd Int'l Hospital Exbn.

Wayville

Sept. 4-12. Royal Agric. & Hortic. Soc. of South Australia Exbn. Royal Agric. & Hortic. Soc. of S. Australia Inc., Eagle Chambers, 7 Pirie St., Adelaide 5000.

Austria

Dornbirn

August 1971. Dornbirn Trade Fair. A-6850 Dornbirn Realschulstrasse 6.

Graz

Oct. 3-11. Int'l Autumn Trade Fair. A-8011, Graz, Messeplatz.

April 1971. Graz Southeast Spring Fair. A-8011 Graz, Messeplatz 1.

June 1971. BUERO—Office Machinery, Equip., Furniture & Supplies Exbn.

Sept.-Oct. 1971. Graz Southeast Fall Fair. A-8011 Graz, Messeplatz 1.

Innsbruck

Sept. 19-27. Innsbruck Fair. Hugo Bachlechner, Lustenauer Strasse 37, A-4020 Linz/Donau.

September 1971. Innsbruck Trade Fair & Special Fair for the Tourist Trade Industry.

Klagenfurt

Aug. 1971. Austrian Timber Fair. Klagenfurt Trade Fair.

Vienna

Sept. 6-13. Int'l Autumn Trade Fair.

Oct. 7-11. Int'l Trade Exbn. of Medical & Hospital Equip. Arbeitsgemeinschaft Fur Fachausstellungen, Loquaiplatz 13.

Nov. 7-9. Glass, China, Household Goods & Hardware Exbn. Vienna Trade Fair, Messeplatz 1, P.O. Box 124, 1071 Vienna.

February 1971. IFABO—Int'l Office Equip. Exbn. & Seminar.

Feb. 27-Mar. 3, 1971. OESFA—Austrian Special Exbn. of Sporting Goods.

Mar. 7-14, 1971. Vienna Int'l Spring Trade Fair.

April 1971. Vienna Ladies' Fashion Week.

May 10-15, 1971. 6th World Congress for the Prevention of Industrial Accidents & Industrial Diseases.

May 11-15, 1971. Int'l Safeguards in Industry Exbn. Wiener Messe A.G. Messeplatz 1. P.O. Box 124.

September 1971. Vienna Int'l Fall Trade Fair.

October 1971. Vienna Ladies' Fashion Week.

Oct. 22-Nov. 1, 1971. Austrian Book Week.

November 1971. 3rd Austrian Hospital Cong.

June 24-July 2, 1972. AIDA-Int'l Food Exbn. Messeplast. Vienna Fair Grounds.

June 26-29, 1972. 8th Int'l Food Distribution Cong. Hofburg Imperial Palace.

May 1972. IFAS—Int'l Hospital & Medical Equip. Exbn.

Wels

May 1971. Austrian Tourist Trade Fair.

Belgium

Brussels

Sept. 2-6. Industrial Electricity Fair SOGESTOR s.p.r.l. 14 rue Duquesnoy, Brussels, 1000.

Sept. 2-7. Food Industry Trade Fair SOGESTER s.p.r.l. 14 rue Duquesnoy, Brussels, 1000.

Sept. 12-18. Int'l Exbn. of Civil Engineer'g & Const'n Site Equip. Foire Int'l de Bruxelles A.S.P.I. Palais du Centenaire, Brussels 2.

Sept. 15-22. Exbn. of Mecanographie Equip. Chambre Synd. Belge des Fab. et Agent, Generaux de la Mecanog., 22 Avenue de Stalingrad, Brussels 1.

Sept. 27-30. VESTIRAMA—Int'l Clothing Fair. VESTIRAMA/TEXTIRAMA, Martelaarslaan 65, Ghent.

Oct. 3-18. Food & Domestic Equip. Trades Fair. S.I.M.P.A. 29-31 Boulevard du Jardin Botanique, Brussels 1.

Oct. 25-28. Int'l Hardware Fair. Commissaire General, Salon Int'l de la Quincaillerie, 14 rue Duquesnoy, Brussels 1000.

Nov. 10-15. Int'l Paint Technical Show. Foire Int'l de Bruxelles A.S.B.L. Palais du Centenaire, Brussels 2.

January 1971. Annual HORESCA—Int'l Hotel & Restaurant Equip. Exbn. Centre Rogier.

January 1971. CENEN—Annual Int'l Leather Goods & Shoe Fair. Centre Rogier.

January 1971. 50th Annual Int'l Motor/Motorcycle/Cycle Show.

February 1971. BISCOCHOC—Confectionery & Food Processing Equip. Fair. Annual.

February 1971. Annual INDROPA—Drug Show. Centre Rogier.

February-March 1971. Holidays Fair.

February-March 1971. Annual Int'l Gardening & Housing Exbn. Centre Rogier.

March 1971. Annual Ideal Home Exbn. Centre Rogier.

March 1971. 18th Annual Inventors Exbn. Centre Rogier.

Feb. 20-28, 1971. Annual Int'l Building & Decorative Arts Fair. Palais du Centenaire.

Feb. 28-Mar. 8, 1971. 15th Semi-annual EUROPAC. Gift Items, China Crystal. Palais du Centenaire.

March 1971. 14th Annual Sport Equip. Exbn. Palais du Centenaire.

April 1971. SADIBEL—7th Int'l Educational Materials Show.

April 1971. BEL-JOUETS—Annual Int'l Toys & Games Fair. Palais du Centenaire.

April 1971. 1st Int'l Professional Home Comforts Fair. Palais du Centenaire.

April 1971. 44th Annual Brussels Int'l Trade Fair. 6 Comfort Manager, Palais du Centenaire.

May 24-28, 1971. PRP-AUTOMATION—Int'l Exbn. for Instrumentation & Automation in the Paper, Rubber & Plastics Materials Industries.

May-June 1971. SIPA—Int'l Show for Business Promotion. Centre Rogier.

June 1971. PROPACK—Int'l Packaging Fair. Triennial. Palais du Centenaire.

September 1971. 16th Semi-annual EUROPAC—Crystal, Gift, Jewelry. Palais du Centenaire.

Sept. 14-18, 1971. 2nd Int'l Municipal Equip. Exbn. for Materials & Equip. for Municipal Services. Biennial.

October 1971. 41st Annual Food & Domestic Equip. Fair. Palais du Centenaire.

October 1971. 7th Biennial Int'l Medical & Hospital Equip. Fair. Centre Rogier.

Nov. 25-29, 1971. 34th Int'l Furniture Show.

November 1971. VAC-EXPO—5th Annual Sporting Goods, Boats, Clothing Etc.

November 1971. F.A.I.R.—19th Electronic Equip. Exbn. Biennial.

Nov. 8-12, 1971. 7th Int'l Baby Show. Annual.

February 1972. Int'l Agricultural Machinery & Equip. Exbn. Biennial. Palais du Centenaire.

April 1972. INSTRURAMA—Int'l Instruments Exbn.

May-June 1972. Biennial Woodworking Equip. Exbn. Industrial Machinery.

May 1972. EUROCLIMA — European Heating & Air Conditioning Fair. Biennial. Palais du Centenaire.

Charleroi

Oct. 31-Nov. 15. Int'l Household Exbn. Palais des Expositions, Societe Cooperative de Gestion.

February 1971. Building & Holidays Exbn. Building Materials—Home Decoration Items — Gardening Tools — Camping Equip.

November 1971. 18th Int'l Household Appliances Exbn. Palais des Expositions.

Ghent

Sept. 12-27. In'tl Trade Fair. Foire Internationale de Gand, Palais des Floralies.

Jan.-Feb. 1971. TEXIRAMA—Int'l Textile & Clothing Industries Fair. Annual. Palais des Floralies.

Liege

Sept. 12-27. Int'l Commercial Fair of Liege, B.P. 52, 6 Avenue Malvoz, Liege 1. Annual.

September 1971. Annual. Int'l Commercial Trade Fair.

Bolivia

Santa Cruz

September 1971. Combined Agricultural & Commercial Trade Fair.

Brazil

For general Brazilian fair information write: Alcontra Machado Comerio e Empreedimentos Ltda., Rua Brasilio Machado 60.

Sao Paulo

Jan.-Feb. 1971. Nat'l Leather Goods Fair.

April 1971. 12th Domestic Household Appliance Exbn.

May 1971. Graphic Arts & Packaging Fair.

June-July 1971. Electric-Electronic Industrial Fair.

August 1971. 13th Nat'l Industrial Textile Fair.

★ *November 1971.* U.S. Solo Exbn. Selected Industrial Equip.

May 1972. Office Equip. Exbn.

October 1972. Electric-Electronic Ind. Fair.

Rio de Janeiro

June 1971. 6th FENAC—Annual Leather Industry Fair.

Bulgaria

Plovdiv

Sept. 20-29. Int'l Fair. Bulgarian Chamber of Commerce, 11a Stamboliisky, Sofia.

September 1971. 27th Annual Int'l Trade Fair. Bulgarian Chamber of Commerce, 11a Stamboliisky, Sofia.

Burma

Rangoon

March 1971. 7th Annual Gems & Jewelry. Trade Corp. No. 19, 83/85.

Canada

Calgary

March 1971. Canadian Assn. of Radiologists Meeting.

May 1972. Petroleum Show. Indoor & Outdoor displays of all types of equip., Box 1010, Station B, Toronto 2B.

Montreal

Sept. 14-16. Canadian Computer Show.

Sept. 27-29. Canadian Show & Leather Fair. Shoe Manufacturers Assn. of Canada, 1010 St. Catherine St. W., Montreal 110, Quebec.

Oct. 5-8. National Business Show. Grant Smedmor Ltd., 1819 Yonge St., Toronto 7.

January 1971. Pulp & Paper Technical Products Exbn. 2300 Sun Life Bldg., Montreal 110, Quebec.

January 1971. Int'l Automobile Show.

February 1971. Int'l Farm Machinery Exbn.

February 1971. Canadian Toy Fair.

March 1971. Montreal Gift Show.

April 1971. Educational Showplace. SOUTHEX, 310 Victoria Ave., Montreal, Quebec.

April 1971. Int'l Mining & Metallurgy Fair.

June 1971. Canadian Plant Engineering Fair.

June 1971. Woodworking Machinery & Supply Show.

August 1971. Montreal Furniture Market.

September 1971. Canadian Shoe & Leather Fair.

October 1971. Montreal Int'l Ski & Sports Show.

November 1971. Audio Elect. Hi-Fi Show of Canada.

Quebec

Sept. 3-13. Provincial Exbn. Provincial Exbn. Organisation, Exbn. Park, Quebec City, Quebec 3, P.Q.

Toronto

Sept. 14-16. Supermarket Show.

Sept. 17-19. Canadian National Containerization Show.

Sept. 22-24. Canadian Chemical & Process Equip. Exbn.

● *Sept. 28-Oct. 1.* U.S. Solo Exbn. Electronics Production Equip.

Oct. 6-9. Canadian National Building Show.

Oct. 13-15. Canadian Engineering Design Show. Southern Business Publications Ltd., Southern Div., Box 1010, Station B, Toronto 2B, Ontario.

Oct. 19-22. Canadian Graphic Arts Show.

Oct. 22-24. Canadian Education Show.

Oct. 26-28. Ontario Hospital Assn. Exbn. Educational Services Div., Ontario Hospital Assoc., 24 Ferrand Drive, Flemingdon Pk., Don Mills, Ontario.

Nov. 3-5. Nat'l Packaging Exbn., Packaging Assn. of Canada, 45 Charles St., East, Toronto 5, Ontario.

Nov. 13-21. Royal Agricultural Winter Fair. J. R. Johnston, Royal Agricultural Winter Fair, Royal Coliseum, Exbn. Park, Toronto 2B.

Dec. 7-10. Canadian Construction Show.

January 1971. Farm & Industrial Equip. Show.

February 1971. Toronto Gift Show.

February 1971. Hardware Show.

February 1971. Canadian Boat Show.

March 1971. Ontario Education Assn. Conv. & Exbn.

March 1971. Men's & Boys' Apparel Marts Exbn.

April 1971. Assn. of Educational Data Systems.

April 1971. Canadian Marketing Show.

May 1971. Industrial Production & Machine Tool Show.

May 1971. Woodworking Machinery & Supply Show.

May 1971. Canadian Hospital Conf. & Exbn.

June 1971. Canadian Data Processing Exbn. & Conf.

September 1971. Welding Machinery Show.

October 1971. Toronto Gift Show.

★ *October 1971.* Int'l Electronics Conf. & Exbn.

October 1971. Canadian Launderers & Dry Cleaners Show.

October 1971. Materials Handling & Distribution Show.

October 1971. Welding Fabrication & Testing Exbn.

November 1971. Automotive Transport Assn. Conf. & Exbn.

November 1971. Manufacturing Opportunities & Inventors Show.

December 1971. Metallurgical Society of AIME—Operating Metallurgy Conf. & Exbn.

April 1972. Nat'l Mechanical Trades Show.

May 1972. Int'l Production & Machine Tool Show.

October 1972. Plastics Show.

Vancouver

February 1971. Home Show.

June 1971. British Columbia Int'l Trade Fair.

November 1971. Western Construction Materials & Equip. Fair.

XUM

Chile

Santiago

October 1971. FISA—Santiago Int'l Trade Fair. Agricultural & Industrial. Storandt Silva y Cia Ltda. Casilla 4084, Santiago de Chile.

Colombia

Bogota

July 1972. Int'l Trade Fair. Corporacion de Ferias y Exposiciones S.A. Carrera 40, No. 22-C-67 Bogota, D.E.

Congo (K)

Kinshasa

June-July 1971. Kinshasa Int'l Trade Fair. Commissariat General de la Foire Internationale de Kinshasa, B.P. 7247, Kinshasa.

Cyprus

Nicosia

Sept. 4-27. Int'l Cyprus Fair. Cyprus Int'l Fair Ltd., P.O. Box 1094.

September 1971. 17th Int'l Cyprus Trade Fair. 250 Ledra St., Box 1094.

Czechoslovakia

Brno

Sept. 5-14. Int'l Trade Fair.

April 1971. Int'l Consumer Goods Fair.

September 1971. Int'l Trade Fair. Vaclavske Nam 57, Prague 3.

Plzen

October 1971. "The World of Children" Exbn.

Prague

Sept. 8-10. Int'l Exbn. of Surgical Instr's, Equip. & Pharmaceuticals. Made in Publicity, 92 Fleet St., London, E.C.4.

Nov. 11-18. PRAGOTHERM — Int'l Exbn. of H't'g & Air-Cond. Tech. Made in Publicity, 92 Fleet St., London, E.C.4.

June 1972. Int'l Exbn. of Public Cleaning.

Denmark

Billund

May 1972. LUFTFART Aircraft-Airport Equip. & Instruments Exbn. Biennial.

Copenhagen

Oct. 13-18. Int'l Electronics & Instruments Exbn. Secretariat, 1 Julius Thomsens Plads, 1925 Copenhagen V.

Oct. 16-25. Toys & Hobbies Fair.

Oct. 27-Nov. 1. Int'l Exbn. for Machine Tools & Tools. Universal Fair & Exbn. Service Ltd., Vestagervej 5, 2100 Copenhagen.

Oct. 27-Nov. 1. Int'l Special Fair for Control Equip. Universal Fair & Exbn. Service Ltd., Vestagervej 5, 2100 Copenhagen.

Nov. 16-20. FOODMA '70 Exbn.

● *Nov. 17-22.* U.S. Solo Exbn. Printing & Bookbinding Equip./Food Processing & Packaging Equip.

Nov. 21-25. Scandinavian Sports Goods Fair.

Jan. 3-5, 1971. Scandinavian Dental Fair. Bella-Centre. Hvidkildevej 64. Fair closed to General Public. Annual.

Jan. 29-Feb. 7, 1971. Int'l Sports & Racing Car Show. Annual.

Feb. 14-16, 1971. Scandinavian Fair—MEN'S-WARE. Bella-Centre. Scandinavian Menswear Council. Vesterbrogade 69, 1620, Copenhagen V. Fair. Closed to General Public. Semi-annual.

Feb. 25-28, 1971. Camping-71—Int'l Exbn. Bella-Centre. Hvidkildevej 64, 2400 Copenhagen 64, 2400 Copenhagen NV. Fair Open to General Public. Annual.

Mar. 14-17, 1971. Scandinavian Fashion Week—LADIES WEAR. Bella-Centre. Moderengen, Vester Voldgade 115, 1552 Copenhagen V. Closed to General Public. Semi-annual.

Mar. 26-Apr. 4, 1971. Building for Billions Exbn. Bella-Centre. Open to General Public. Annual.

May 12-16, 1971. Scandinavian Furniture Fair—Denmark and Swedish Section—Bella-Centre. Norway and Finnish Section—Forum Exbn. Hall. Closed to General Public. Annual.

May 14-23, 1971. 7th Int'l Fair for Heating, Ventilation and Sanitary Equip. Forum Exbn. Hall. Open to General Public.

Sept. 12-15, 1971. LADIES WEAR—Scandinavian Fashion Week. Bella-Centre. Closed to General Public. Semi-annual.

Nov. 1-5, 1971. KEM-TEK—2nd Int'l Exbn. of Equip. for Chemical Process Industries. Bella-Centre. Closed to General Public.

Dec. 1-4, 1971. AGRIMA—Agricultural Machinery & Equip. Fair. Bella-Centre. Open to General Public. Annual.

Apr. 11-16, 1972. NORDPLAST—Int'l Plastics Fair.

September 1972. KT-72—Int'l Exbn. of Office Equip.

October 1972. Int'l Fair for Electronics, Automation & Instrumentation.

Oct.-Nov. 1972. ITEM—Int'l Exbn. for Machine Tools & Tools.

Herning

Sept. 5-13. Crafts & Industries Fair. Aktieselskabet Herning-Hallen, 7400 Herning.

Apr. 7-12, 1971. Holidays for Everybody. The Herning Exbn. Hall. A/S Herning Hallen, 7400 Herning. Open to General Public. Annual.

Sept. 4-12, 1971. HI-71—Handicrafts & Industrial Fair. Herning Exbn. Hall. Open to General Public.

El Salvador

San Salvador

► *Nov. 7-29.* Int'l Fair of El Salvador. Agricultural & Industrial Machinery.

Finland

Helsinki

Sept. 17-27. Int'l. Trade Fair. Finnish Fair Corp., Helsinki 25.

Oct. 19-24. KT-70—Business Machines & Equip. Exbn. Finnish Fair Corp., Helsinki 25.

Nov. 11-15. Food Fair. Finnish Fair Corp., Helsinki 25.

Mar. 11-21, 1971. 6th Annual Boat & Camping Show.

April 1971. HABITARE—Home & Leisure Exbn.

June 8-14, 1971. Building Materials Exbn. (Held in conjunction with Meeting of Building Industry Reps. from Nordic Countries.)

★ *Sept. 14-18, 1971.* Helsinki Int'l Technical Fair.

September 1971. NAVIGARE — Int'l Maritime Exbn.

October 1971. TV, Radio & Music Exbn.

March 1972. AUTOMATION DAYS—Automation Conf. & Exbn.

May 1972. Heating, Plumbing & Air Conditioning Exbn.

Turku

April 1971. MERI-KUTSUU—Exbn. of Sailing & Navigational Equip. Annual.

France

For information write: French Trade Shows, 1350 Avenue of the Americas, New York, N.Y. 10019.

Bordeaux

Oct. 3-12. Exbn. of Radio & Television. F.N.I.E., 16 Rue de Presles, Paris XV.

Mar. 9-14, 1971. OCEANEXPO Int'l Exbn. of Exploitation of Oceans.

June 15-20, 1971. Int'l Nuclear Technique Exbn.

Cannes

June 1972. Int'l General Aviation Show.

Dijon

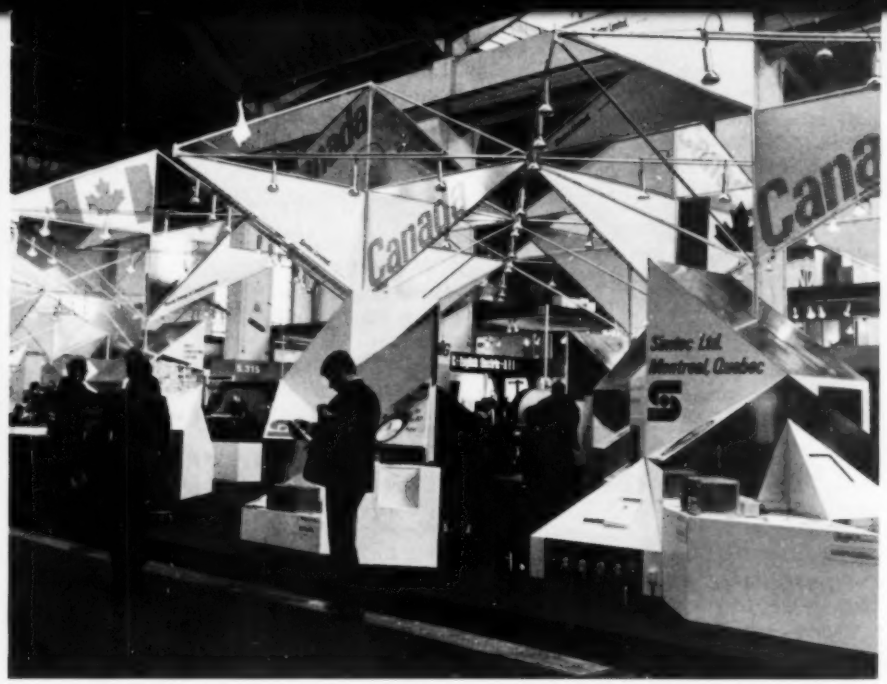
Oct. 30-Nov. 11. Int'l Fair of Food, Wines & Gastronomy.

Grenoble

May 1971. Int'l Grenoble Trade Fair.

October 1971. Int'l Grenoble Trade Fair.

Feb. 28-Mar. 4, 1971. Int'l Winter Sports Fair.



GEOMETRICALLY PATTERNED BOOTHS joined Canadian companies in a government-sponsored promotion at the Swiss fair Nuclex '69. The U.S. was among the nations that mounted government-promoted displays.

Lyon

Sept. 12-21. Nat'l Radio & Television Exbn. Societe de la Foire Internationale de Lyon, Palais des Congres, Lyon 6e.
Oct. 3-6. MEUROPAM—European Furn. & Furnishing Exbn.
March 1971. Int'l Trade Fair.
April 1971. Int'l Hardware Fair.
October 1971. European Furniture & Furishings Fair.

Marseilles

Sept. 24-Oct. 5. Int'l Fair.
April 1971. Int'l Trade Fair of Marseille (Spring).
September-October 1971. Int'l Trade Fair of Marseille (Fall).

Metz

Sept. 30-Oct. 11. Int'l. Trade Fair.

Nancy

Oct. 6-9. Int'l Exbn. of Safety (Inc. Civil & Ind'l Sec.) Foire Nationale de Nancy, Parc des Expositions, BP 593.

Nantes

July 1971. SIMAU—8th Annual Audio-Visual Materials Show.

Paris

Sept. 6-11. Exbn. of Artistic Workshops. Chambre Syndicale des Ceramistes d'Art de France, 45 Rue des Petites Ecuries, Paris 10.
Sept. 6-14. Jewelery, Gold & Silver Wares Exbn. Chambre Syndicale de la Bijouterie de Fantaisie, Orfeverie Cadeaux, 10 Rue Charlot, 75 Paris 3.
Sept. 10-15. Int'l Leather Exbn.
Sept. 24-Oct. 3. SICOB—Int'l Office Equip. Exbn. Commissariat General, Salon de l'Equipment de Bureau, 6 Place de Valois, Paris, 1.
Oct. 1-11. Int'l Caravan & Allied Trades Exbn. Chambre Nationale des Constructeurs de Caravanes, 35 Rue des Renaudes, Paris 17.
Oct. 1-11. Int'l Motor, Comm'l M/Cycle & Cycle Show.
● *Oct. 8-19.* EQUIP'HOTEL—Int'l Hotel, Restaurant & Catering Equip. Exbn.
Oct. 18-20. Int'l Camping Equip. & Fishing Trade Exbn.
Nov. 7-10. Children's Fashion Show.
Nov. 7-12. Int'l Exbn. of Women's Ready-Made Clothing.
Nov. 7-15. Do-It-Yourself Exbn. Salon du Bricolage. 42 rue du Louvre, Paris 1.
Nov. 9-15. Int'l Bottling Equip. Exbn.
Nov. 9-15. SIAL—Int'l Food Products Exbn.
● *Nov. 9-15.* EMBALLAGE — Int'l Packaging Exbn.
Nov. 9-15. Int'l Dairy Equip. Exbn.
Nov. 9-15. Int'l Exbn. for the Malt & Beer Industries.
Nov. 9-15. MATERAL—Int'l Exbn. of Equip. for Food Industries.
Nov. 9-15. MATIC—Int'l Fair of Mach'y & Technique for the Meat Ind.
Dec. 11-21. Int'l Laundry, Dyeing & Allied Trades Equip. Exbn. Comite Interfederal de Liasion Blanchisserie, Teinturerie, 127 Rue de Picpus, 75 Paris 12.
January 1971. Pleasure Boats. Annual.
January & June 1971. Leather Goods. Annual.
January 1971. Jewelry, Gold, Silverware. Annual.
January 1971. Art Work Shops. Annual.
January 1971. Lighting Exbn. Annual.
January 1971. Carpets & Floor Coverings. Annual.
January 1971. Int'l Furniture Exbn. Annual.
February 1971. Int'l Toy Exhibition. Annual.
February 1971. Lace Embroidery & Material for Corsets & Feminine Underwear. Annual.
February 1971. European Men's Wear. Annual.
February 1971. Knitting Arts Exbn. Annual.
February 1971. Int'l Audiovisual & Communications Fair. Annual.
March 1971. Agricultural Machinery. Annual.
March 1971. Audio, Hi-Fi Show. Annual.
March 1971. Int'l Salon of Household Equip., Furnishings. Annual.
April 1971. Ladies Ready-to-Wear Show.
April 1971. Fur Industries. Annual.
April 1971. Int'l Clothing Trades & Knitwear Equip. Biennial.
April 1971. Electronic Components Exbn. Annual.
April 1971. Int'l Electro-Acoustics Show. Annual.
● *Apr. 19-25, 1971.* CHIMIE—Int'l Chemical Show. Chemical Processing & Instrumentation Equip. Triennial.
May 1971. Materials Handling & Containerization Exbn. Biennial.
May 1971. Surface Treatment & Industrial Finishing Exbn. Biennial.
● *May 27-June 6, 1971.* Paris Air Show. Biennial.
June 1971. China, Crystal, Pottery & Glassware. Annual.
June 22-July 1, 1971. ITMA—Int'l Textile Machines. Annual.
September 1971. Jewelry, Gold & Silver Ware. Annual.
September 1971. Leather Week Exbn. Parc des Expositions. Porte de Versailles. Annual.
September 1971. Int'l Radio & Television Exbn. Biennial.
★ *September 1971.* BATIMAT—Int'l Building Exbn. Biennial.
September-October 1971. SICOB—Office & Data Processing Equipment. Annual.
October 1971. Int'l Automobile, Bicycle & Motorcycle Show. Parc des Expositions, Porte de Versailles. Annual.
October 1971. EUROPROTECTION—Man & Water. Protection of Man, Property & Environment.

XUM

October 1971. EQUIP'HOTEL—Hotel & Catering Equip. Exbn. Park des Expositions, Porte de Versailles.
October 1971. Open Air Equipment & Fishing Exbn. Annual.
October 1971. EQUIPMAG — Retail Trade Equip. Exbn. Biennial.
November 1971. Do-It-Yourself Exbn. Parc des Expositions, Porte de Versailles.
November 1971. Children's Fashions. Annual.
November 1971. Ladies ready-to-wear Clothing Exbn. Annual.
November 1971. Int'l Photo, Cinema & Optics Exbn. Biennial.
★ *Nov.-Dec. 1971.* Int'l Hydraulics & Compressed Air Exbn. Biennial.
April 1972. Biennial, French Machine Tool & Mechanical Equip. Exbn.
April 1972. Man & Water Exbn.
May 1972. EXPOMAT—Int'l Public Works & Building Equip. Exbn.
May 1972. Biennial. Electrical Equip. Fair.
May-June 1972. Int'l Heating, Ventilating & Air Conditioning Exbt.
June 1972. Int'l Woodworking Machinery & Wood Industry Fair.
November 1972. EMBALLAGE—Int'l Packaging Exbn.
November 1972. Int'l Food Products Exbn. Biennial.

Strasbourg

Sept. 3-14. Int'l Trade Fair. Foire Europeenne de Strasbourg, Hotel de Ville, 9 Rue Brulee.

Toussus

Sept. 10-14. Int'l General Aviation Show. Salons Internationaux de l'Aviation Generale, 18 Bd. Maillot, Neuilly sur Seine, Toussus le Noble Airport.

Germany, Fed. Rep.

For information write: German American Chamber of Commerce, 666 Fifth Avenue, New York, N.Y. 10019.

Berlin

September 18-27. German Industries Exbn. Berliner Ausstellungen, Eigenbetrieb von Berlin 2, Messedamm 22, 1 Berlin 19.
Oct. 11-15. Int'l Clothing Show Industrie und Handelskammer zu Berlin, Hardenbergstrasse 16-18, Berlin 12.
Oct. 13-17. Office Equip. Exbn. Berliner Ausstellungen, Eigenbetrieb von Berlin, 1000 Berlin 19, Messedamm 22.
Oct. 31-Nov. 8. German Rest'rant & Catering Confectioners & Food Exbn. Berliner Ausstellungen, Eigenbetrieb von Berlin, Messedamm 22, 1 Berlin 19.
Nov. 6-22. Int'l Book Fair. Berliner Verleger und Buchhandlervereinigung e.V, Winterfeldstrasse 3, 1000 Berlin 30.
Jan. 8-10, 1971. Hardware & Household Articles Dealers Exbn.
Jan. 29-Feb. 7, 1971. Int'l Green Week. Annual.
Mar. 13-21, 1971. Int'l Boat & Water Sports Exbn. Annual.
March 1971. Int'l Tourism Exbn. & Cong.
June 1-6, 1971. Pharmaceuticals & Medical Instruments Exbn.
July 1971. European Dialysis & Transplant Assn. Meeting & Exhibit.
August 1971. JUTERFOUK—Int'l Radio, TV & Record Exhibit.
Oct. 15-17, 1971. Hardware & Household Articles Dealers Exbn.

Cologne

Sept. 13-15. Int'l Household Goods & Hardware Fair. Annual.
Sept. 17-20. Int'l Fair of Lingerie, Foundation Garments, Underwear & Swimwear. Annual.
Sept. 26-29. IFMA—Int'l Bicycle & Motor Cycle Exbn. Annual.
Oct. 3-11. PHOTOKINA—World Fair of Photography.
Oct. 16-18. Int'l Fair for the Child.
Oct. 25-27. SPOGA—Int'l Trade Fair of Sports Goods, Camping Equip. & Garden Furn.
Nov. 7-11. EUROSNACK—Int'l Trade Fair for Snackbar Services.
Jan. 21-24. 1971. German Furniture Fair. Annual.
Feb. 14-17, 1971. Int'l Household Goods & Hardware Fair. Annual.
Mar. 19-21, 1971. Int'l Fair for the Child. Semi-Annual.
May 1971. FREIZEIT 71—Leisure Time Exbn.
May 10-13, 1971. Exbn. of Sport Facilities & Bath Installations.
June 1971. Int'l Dental Exbn. & Convention.
June 28-July 1, 1971. Int'l Millinery Exbn.
June 1971. INTERZUM—Accessories & Materials used for Woodworking, Furniture etc. Annual.
August 1971. Int'l Men's Fashion Week.
August 1971. Int'l Clothing Manufacturing Machines.
September 1971. ORGATECHNIK—Organization Exbn. & Office Works Techniques. Annual.
Sept. 16-19, 1971. Int'l Fair of Lingerie, Foundation Garments & Swimwear.
September 1971. Int'l Household Goods & Hardware Fair.
October 1971. SPOGA—Int'l Sporting Goods, Camping Equip. & Garden Furniture. Annual.
October 1971. ANUGA—Int'l Exbn. of Fine Foods & Provisions. Annual.
October 1971. BUEFA—Office Equip. Exbn.

Dortmund

Oct. 8-15. Guesthouse & Hotel Trades Exbn. Westfalenhalle GmbH, Dortmund 46 Rheinlanddamm 200.
May 8-16, 1971. INTERSCHUL—3rd Int'l "Education for Progress in the World" Exbn.
August-September 1971. FERTIGBAU-71—4th Exbn. of Prefabricated Houses.

Duesseldorf

Sept. 13-16. Int'l Fashion Trade Fair.
Oct. 25-29. IGEDO—Int'l Fashion Trade Fair.
● *Nov. 10-15.* INTEROCEAN—Int'l Cong. with Exbn. for Oceanology & Exploitation of the Sea.
● *Sept. 16-23, 1971.* KUNSTSTOFFE—6th Int'l Plastics Exbn. Triennial.
● *Oct. 14-20, 1971.* INTERKAMA—5th Int'l Fair for Automation, Electronics & Instrumentation with Cong.
Feb. 23-27, 1972. European Shopfitting & Display Exbn.
● *May 1972.* DRUPA.—6th Int'l Fair for Print & Paper.

Essen

Sept. 26-Oct. 4. Int'l Caravan Exbn. German Caravan Manufacturers Association, c/o Westfalia-Werks K.G., 4832 Wieden-brueck 2w, Postfach 104.
Feb. 6-14, 1971. DEUBAU-71—5th German Building Exbn. and Congress.
Mar. 27-Apr. 4, 1971. CAMPING-71—18th Germany Camping Exbn. & 14th Int'l Boat Show. Annual.
November 1971. Hotel Catering Exbn. Annual.

Frankfurt

Sept. 18-22. INDROFA Int'l Druggists & Chemists Exbn.
Sept. 24-29. Int'l Book Fair. Auslands-und Messeburo des Borsenvereins Kleiner Hirschgraben 10/12, 6 Frankfurt/Main.
Oct. 20-23. Office Supplies Exbn. Landesverband Hessen e.V. Grobe Friedberger Strasse 44-46, 6, Frankfurt/main.
Nov. 17-20. INTERSTOFF—Int'l Clothing Textiles Trade Fair.
Jan. 13-17, 1971. Trade Fair for Home Furnishing Textiles.
Mar. 31-Apr. 4, 1971. ISH—Int'l Exbn. for Plumbing & Heating Equip.
April 1971. Frankfurt Int'l Spring Fair. Semi-annual.
May 15-23, 1971. INTERFAM—Int'l Meat Trade Fair.
June 6-12, 1971. HOUSEHOLD—4th Ideal Home Exbn. Annual.
June 12-20. 1971. RHEIN-MAIN—Building Expo. Annual.
Aug. 28-Sept. 1, 1971. Frankfurt Int'l Fall Fair. Semi-annual. (Includes special

Exbn. for Interior Decoration & Floor Coverings.)

Sept. 16-26, 1971. 45th Int'l Automobile Show. Annual.

Nov. 23-26, 1971. INTERSTOFF—26th Int'l Clothing Textiles Fair. Annual.

Friedrichshafen

Sept. 26-Oct. 4. Int'l Boat Show.

May 14-23, 1971. IBO—22nd Lake of Constance Int'l Trade Fair.

Oct. 2-10, 1971. INTERBOOT—10th Int'l Boat Show, Lake of Constance.

Hamburg

Oct. 18-20. Textile & Clothing Fair (Autumn). Planten un Blomen, Ausstellungspark der Freien und Hansestadt, Am Dammtor, 2000 Hamburg 36.

Oct. 8-12. Int'l Ship & Machine Exbn. Planten un Blomen, Am Dammtor, 2000 Hamburg 36.

Oct. 28-31. European Marine Trade Exbn. & Cong. Planten un Blomen, Ausstellungspark der Freien und Hansestadt, Am Dammtor, 2000 Hamburg 36.

Jan. 22-31, 1971. Int'l German Boat Show. Annual.

Mar. 24-31, 1971. INTERNORGA—Int'l Trade Fair for Gastronomy, Bakeries & Confectioners. Annual.

August 1971. "You & Your World" Exbn. Annual.

Hanover

Sept. 6-15. European Machine Tool Exbn.

Sept. 28-Oct. 3. Physicists Conf. & Apparatus Exbn. Deutsche Physikalische Gesellschaft, c/o Mr. U. Dihle, Im Trutz Frankfurt 29, D–6 Frankfurt a/m.

★ *Apr. 22-30, 1971.* Hanover Int'l Trade Fair. Annual.

Apr. 22-30, 1971. Int'l Building Trade Fair.

March 1972. DIDACTA—11th European Educational Materials Fair. (Annual but changes location yearly.)

April-May 1972. German Aviation Show.

Karlsruhe

Mar. 17-21, 1971. Cosmetics Exbn. & Congress. Annual.

May 29-June 6, 1971. Hobby 71-Leisure Time Exbn. Annual.

Sept. 22-24, 1972. 3rd Int'l Trade Exbn. & Congress "Engineering in Gardening".

Kiel

May 14-23, 1971. 7th IDEAL Home Show.

Oct. 7-10, 1971. 3rd Int'l Trade Exbn. of Equip. for Curative Mineral & Medical Baths.

Ludwigshafen

Sept. 26-Oct. 4. Exbn. for Women & Family. Heckman Ausstellungen KG, Kapellenstrasse 47, Wiesbaden 6200.

Munich

Sept. 19-27. IKOFA Int'l Ex. of Groceries & Highclass Provisions.

Oct. 4-8. Fashion Week. Mode Woche Munchen GmbH, Theresienhohe 15, 8 Munich 12.

Oct. 21-24. Office Equipment Exhibition. Werbering Johann Weinds GmbH., Theresienhohe 13, D-8000 Munich 12.

Oct. 21-25. Int'l Container Exbn.

● *Nov. 5-11.* ELECTRONICA—Int'l Exbn. of Elec. Com.

Feb. 27-Mar. 7, 1971. BAUMA—Int'l Construction Machinery Fair. Biennial.

February 1971. 23rd Int'l Fashion Week. Semi-Annual.

March 1971. IHM—23rd Int'l Light Industries & Handicraft Fair. Annual.

March 1971. ISPO—Int'l Sports Trade Fair. Annual.

Mar. 13-21, 1971. Int'l Handicraft & Trade Fair. Annual.

June 18-23, 1971. 18th Int'l Dental Show. Annual.

Sept. 13-18, 1971. INTERBRAU—Int'l Brewery & Beverage Machinery Fair. Annual.

September 1971. 24th Fashion Week. Semi-Annual.

Oct. 25-29, 1971. VISODATA—1st Int'l Exbn. of Technical Systems & Apparatuses for Educational Purposes.

November 1971. IGAFA—6th Int'l Exbn. of Tourism, Hotel & Catering Equip. Annual.

★ *November 1971.* SYSTEMS-71. Exbn. & Symp. of Data Processing.

Feb. 5-13. BAU-72-Int'l Trade Exbn. of Building Materials, Structural Elements & Interior Finishing. Biennial.

April-May 1972. ANALYTICA—Int'l Biochemical Analysis Exbn. & Cong.

Oct. 21-28, 1972. IFAT Int'l Exbn. of Sewage Engineering.

Nuremberg

Feb. 6-12, 1971. 22nd Int'l Toy Fair. Annual.

Aug. 28-Sept. 12, 1971. N. Babarian Agriculture Fair. Annual.

Offenbach

Feb. 27-Mar. 4, 1971. Int'l Leather Goods Trade Fair. Semi-Annual.

Aug. 28-Sept. 1, 1971. Int'l Leather Goods Trade Fair. Semi-Annual.

Saarbrucken

Sept. 5-13. "World of the Family" Exbn. (Consumer Goods). Welt der Familie, International Saar Trade Fair, 66 Saarbrucken, Messegelande.

Stuttgart

Sept. 13-15. Int'l Trade Fair of Hairdress'g Supplies & Cosmetics.

Oct. 8-11. Int'l Pharmaceutical Exbn.

Jan. 30-Feb. 7, 1971. Int'l Caravan & Camping Exbn.

Mar. 3-7, 1971. INTHERM—Int'l Trade Fair for Industrial & Domestic Oil Heating & Gas Heating. Annual.

May 11-14, 1971. INTERHOSPITAL—Int'l Hospital Exbn. with 6th German Hospital Convention.

June 10-13, 1971. R-71—Int'l Revolving Shutter Products Fair & Congress.

Sept. 25-Oct. 3, 1971. Agriculture Fair.

Jan. 29-Feb. 2, 1972. MOTOR-SPORT-LEISURE Exbn. Biennial.

Apr. 16-23, 1972. INTERGASTRA—Int'l Hotel, Restaurant & Confectioner Trade Fair.

Sept. 30-Oct. 4, 1972. BURO—Modern Office Equip. Exbn.

Wiesbaden

Oct. 17-19. Int'l Souvenir & Gifts Fair. Mauritius-Veplage-und Messe-Gesellschaft, Kleine Wilhelmstrasse 5-7, 6200 Wiesbaden.

Oct. 30-Nov. 8. Exbn. for Woman & Family. Heckman Ausstellungen KG, Kapellenstrasse 47, 62 Wiesbaden.

Mar. 10-14, 1971. JUMA—"Young World" Exbn. for Teenagers.

Apr. 18-22, 1971. Pharmaceutical & Electro-Medical Exbn. & Congress. Annual.

May 17-19, 1971. German Rubber Congress & Exbn.

June 6-8, 1971. INTERHUT—53rd Int'l Millinery Fair. Semi-Annual.

Sept. 1-10, 1971. Trade Exbn. on the Occasion of the 13th Int'l Congress of Survey Engineers.

Germany, Soviet Zone

Leipzig

March 1971. Int'l Spring Trade Fair. Annual.

August 1971. Int'l Fall Trade Fair. Annual.

Ghana

Accra

February 1971. Ghana Int'l Trade Fair. P.O. Box M 47, Ministry of Trade.

Greece

Athens

June 1971. POSIDONIA—Int'l Shipping Exbn. Annual.

Thessaloniki

September 1971. Int'l Fair of Thessaloniki. Annual.

Guatemala

Guatemala City

Oct. 30-Nov. 21, 1971. INTERFER-71—Int'l Industrial Samples Fair. Comite Permanente de Exposiciones, Parque Centroamerica, 6a Calle 4-00, Zona 9.

XUM

Hong Kong

Hong Kong

Jan. 25-30, 1971. Int'l Fisheries Fair.

Dec.-Jan. 1971. 29th C.M.A. Exbn. of Hong Kong Products. (35 days) 64-65 Connaught Road, Central, Hong Kong.

Hungary

Budapest

May 21-31, 1971. Int'l Trade Fair. Vorosliget, Budapest 15.

India

Bombay

March 1971. 7th Agricultural Exbn. 16th Pd. T. Pp III, Bandra, Bombay 50 AS.

Iraq

Baghdad

Oct. 1-30. Baghdad Int'l Fair. Director Gen. of Exbns. & Trade Fairs, Mansoor.

October 1971. Int'l Trade Fair. Capital & Consumer Goods. Al-Mansoor.

Ireland

Dublin

Sept. 15-19. COMPEX — Commercial Productivity Exbn. & Conf. Royal Dublin Society, ETA (Congs. & Expos.), 74 Northumberland Road, Ballsbridge, Dublin, 4.

Mar. 24-30, 1971. World Fishing Exbn. R.D.S. Halls, Commercial Exbns. Ltd., 28 Essex St., Strand, London, W.C.2.

June 29-July 3, 1971. ETEX-INT. Education & Training Exbn. & Conf. R.D.S. Exbn. Centre, Education & Training Assoc., 74 Northumberland Rd., Ballsbridge, Dublin, 4.

Sept. 4-11, 1971. Irish Int'l Food & Drink Fair. Ballsbridge. Ind. & Trade Fairs (Ireland) Ltd., Commonwealth House, New Oxford St., London, W.C.1.

Sept. 24-Oct. 1, 1971. Irish Packaging Exbn. Royal Dublin Soc. Hall, Provincial Exhibitions Ltd., City Hall, Densgate, Manchester, 3.

Ireland, N.

Belfast

Sept. 1-19. Belfast Telegraph—Ideal Home Exbn. King's Hall, Herbert Daniel Exhibitions Ltd., 19 Compton Terrace, London, N.1.

Israel

Tel Aviv

► *June 1971.* Tel Aviv Int'l Trade Fair. Selected Industrial Equip.

Italy

Bari

Sept. 10-23. International Levante Fair. Fiera Del Levante.

January-February 1971. MACEF-LEVANTE—Household Goods, Glassware, etc.

September 1971. 35th Int'l Levant Samples Fair. 35e Foire Internationale du Levant, Fiera del Levante. Annual.

Bologna

Sept. 12-20. Int'l Food Products & Processing Equip. Exbn.

Oct. 10-18. Int'l Building Industrialization Exbn.

March 1971. Int'l Shoe & Leather Fair. Annual.

April 1971. Int'l Book Fair for Children. Annual.

May 1971. Int'l Trade Fair. Annual.

September 1971. SIA—Int'l Food Fair.

October 1971. SAIE—Int'l Exbn. of Industrial Building. Annual.

November 1971. EIMA — Agricultural Mach. Expo.

Florence

Sept. 3-8. Shoe & Leather Fair. Mostra Campionaria Calzature Pelletterie Cuoio Via Valfonda 9.

Genoa

Oct. 7-12. Int'l Container Exbn. Ente Autonomo Fiera Internazionale di Genova, Piazzale J. F. Kennedy, 16129 Genoa.

Oct. 17-25. Int'l Welding & Equip. Fair. Ente Autonomo Fiera Internazionale di Genova, Piazzale J. F. Kennedy, 16129 Genoa.

Oct. 18-25. Prevention of Air & Water Pollution Int'l Exbn. Ente Autonomo Internazionale di Genova, Piazzale J. F. Kennedy, 16129 Genoa.

Nov. 14-24. Int'l Hotel, Catering & Touring Equip. Exbn. O.D.I.P., Piazzale Cadorna 4, Milan.

January-February 1971. Int'l Boat Show & Camping Caravans Show.

October 1971. 2nd Int'l Exbn. of Water Purification Products, Equip. & Systems.

November 1971. TECNHOTEL — 8th Int'l Exbn. of Hotel Equip. & Related Products for the Promotion of Tourism. Annual.

November 1971. TECNHOSPITAL—4th Int'l Exbn. of Equip. for Hospitals, Clinics & Convalescent Institutions. Annual.

Milan

Sept. 4-8. MACEF Int'l Fair. MACEF Via Solferino 25.

Sept. 5-13. Radio, T.V. & Elect. Comp. Domestic Appliances Exbn. Mostra Nazionale Della Radio e Televisione, via Luciano Manara No. 1, Milan 20122.

Sept. 22-27. SMAU—Italian Office Machinery & Equip. Exbn. Associazione Nazionale Commercianti Macchine e forniture per Ufficio, Piazza Belgioloso 1.

Oct. 17-25. EXPO-CT—Int'l Shop, Rest. & Tourist Equip. Exbn.

● *Nov. 20-26.* BIAS—Automation & Instrumentation Exbn. & Conf. Computer Terminale & Peripherals.

January 1971. Int'l Leather Goods Show.

January 1971. COMIS-TRICOT—Knitwear Show & Mart.

January 1971. COMIS-INFANTEEN—Wearing Apparel & Articles for Infants & Teenagers Show.

January-February 1971. Int'l Toy Fair.

February 1971. Int'l Hardware, Jewelry, Stationery & Giftware Show.

February 1971. Int'l Music Fair.

February 1971. SAMOTER—Int'l Exbn. of Earth Moving & Building Mach.

March 1971. COMISPEL — Int'l Furs Fair.

March 1971. Heating, Air Conditioning, Plumbing & Sanitary Equip. Exbn. & Convention. Annual.

Between shows at U.S. Trade Centers

An export sales method which has proved popular is the use of the display space of the United States Trade Centers between their regularly scheduled shows.

How can the U.S. manufacturer reserve the display space of the centers for between-show exhibits?

Simple. Contact the Trade Center director in care of the American Embassy in Paris, Bangkok, London, Stockholm, and Tokyo, and in care of the American Consulate in Frankfurt, Sydney and Milan. Trade Centers will not do any market surveys or publicity, however. All expenses must be met by the exhibitor.

Directors of the Trade Centers are: Bangkok—Brooks Ryno; Frankfurt—Gustaf Coontz; London—Harry Heikenen; Milan—Martin Stahl; Paris—George Borrowman; Stockholm—Richard Garnitz; Sydney—Chester Norris; and Tokyo—Edward S. Simmons.

The centers operate as many as ten regularly scheduled shows each year. The intervals between shows usually last two or three weeks. Additional time throughout the year also is allotted for rotating window displays and special exhibits by U.S. firms.

March 1971. MIAS—Int'l Sporting Goods Exbn.
March 1971. Int'l Woodworking Mach. Exbn. Annual.
April 1971. Int'l Samples Fair. Annual.
May 1971. Int'l Textiles for Wearing Apparel & Furnishings Exbn. Annual.
May 1971. IPACK-IMA—Int'l Exbn. of Packaging & Packing, Mechanical Handling & Food Processing Equip. Biennial.
August-September 1971. Int'l Exbn. of Shoes, Accessories & Machines.
September 1971. MACEF—Int'l Exbn. of Electronic Components, Measuring Instruments & Accessories.
September 1971. SIM—Int'l Music Exbt.
September 1971. TECNOSPORT—Exbn. & Convention on Sport & Recreational Building Installation & Equip.
September 1971. ANIE — Electronic Equip. Exbn. Annual.
September 1971. SMAU—Int'l Office Machines & Equip. Exbn. Annual.
September 1971. Int'l Furniture Exbn.
October 1971. EXPO-CT—Int'l Exbn. of Commercial & Tourism Facilities & Equip. Annual.
October 1971. MITAM—Textiles for Wearing Apparel & Furnishing Exbn.
October 1971. MIFED—Motion Pictures Exbn.
October 1971. FLUID—Int'l Exbn. of Hydraulics, Pneumatic & Lubricating Equip. Biennial.
October 1971. ELMAC—Exbn. of Machine Components.
October 1971. Int'l Communications Fair. Biennial.
October 1971. Int'l Printing Publishing Exbn. Biennial.
October 1971. SINGAS—Int'l Camping & Sporting Goods Show.
October 1971. Int'l Industrial Safety Exbn. Annual.
October 1971. MAC—Int'l Chemical Equip. Exbn. Annual.
November 1971. SIMEI—Int'l Exbn. of Winery Equip. & Machinery & Bottling Equip. Biennial.
November 1971. Int'l Cycle & Motorcycle Exbn.
November 1972. BIAS—Int'l Automation & Instrumentation.

Naples

February 1971. EXPOSUD-HOTEL—Int'l Hotel, Restaurant & Catering Exbn.
March 1971. MOBILSUD—Int'l House Furniture Show.
May 1971. BIMBOSUD—Int'l Children's Toys, Clothing & Food Fair.
June 1971. SIR—Int'l Gift Show.
June 1971. Int'l Housing Fair.
October 1971. OPTICA—3rd Int'l Optical, Engineering & Photographic Instrumentation Exbn.

Padua

Sept. 23-27. Int'l Public Works & Services Exbn. Fiera di Padova Campionaria Internationale, Via N. Tommaseo 59.
Oct. 7-11. TRAMAG—Int'l Mechanical Handling & Storage Exbn.
May-June 1971. Int'l Samples Fair.
September 1971. SEP—Public Service Exbn. and Assn. Congresses.
October 1971. TRAMAG — Materials Handling & Warehousing Equip., Plant & Maintenance Containers. Annual.

Parma

Sept. 26-Oct. 4. Int'l Exbn. of Preserved Foodstuffs & Food Packag'g. Mostra Internazionale Conserve ed Imballaggi Padiglioni Mostra, Alimentari, Parco Ducale.

Riccione

Sept. 5-7. Nat'l Numismatic Exbn. Azienda Autonoma di Soggiorno Palazzo Turismo.

Rome

March 1971. RASSEGNA—Int'l Electronic, Nuclear Energy, Television, Radio & Motion Picture Show. Annual.

Turin

Sept. 18-30. Int'l Mountain Exbn. Salone Internazionale della Montagna, Corso Massimo, d'Azeglio 15.
Sept. 25-Oct. 6. Int'l Technical Exbn. Torino Esposizioni, Corso Massimo d'Azeglio 15.
Oct. 23-26. Luxury Ready-to-Wear Fash. & Access's. Exbn. for Men & Women.
Oct. 28-Nov. 8. Int'l Motor Show. Comitato Organizzatore Salone Int. dell Automobile, U.I.C.A., 61 Corso Galileo Ferraris, 10128 Turin.
February 1971. SAMIA—Int'l Ready-Made Clothing Show. Semi-Annual.
April 1971. MODA SELEZIONE—Luxury Ready-to-Wear Clothing. Semi-Annual.
September-October 1971. Int'l Technical Show. Annual.
September 1971. Int'l Aerospace Show.
October 1971. MODA SELEZIONE—Luxury Ready-to-Wear Clothing. Semi-Annual.
September 1971. SAMIA—Int'l Ready-Made Clothing Show. Semi-Annual.
Oct.-Nov. 1971. Int'l Automobile Show. Biennial.
June 1972—5th Turin Air Show. Aircraft & Air Equip.

Verona

Feb. 7-14, 1971. Int'l Exbn. of Earth-Moving & Building Machinery. Annual.
March 1971. Int'l Agricultural & Animal Farming Fair.
October 1971. Int'l Exbn. of Cattle, Meat & Allied Trade Exbn.

Vicenza

Sept. 6-13. Nat'l Jewelry & Silverware Exbn. Ente Fiera, Contra Mure Porta Nova 3, 36100 Vicenza.

Jamaica

Kingston

August 1971. Denbigh Agricultural Show & Fair.

Japan

Nagoya

Nov. 1-8. Woodworking Machinery & Equip. Fair. Chubu Woodworking Machinery Mfrs. Assn., 5-36 Iwai-Dori, Naka ku.
Oct.-Nov. 1971. Japan Int'l Aerospace Show. Nagoya Air Port. Biennial.
November 1971. 18th Nagoya Woodworking Machinery Equip. Fair. Annual.

Osaka

Sept. 8-12. Engineering Material & Design Efficiency Shows. Nikkan Kogyo Shimbun Sha 1, Lida Machi 1 Chome, Chiyoda ku, Tokyo.
Oct. 28-Nov. 8. Int'l Machine Tool Fair. Osaka Int'l Trade Fair Commission, Honmachibashi, Higashi-ku.
March-April 1971. 6th Int'l Machine Exbn. of Meat Industry. Meat Press Weekly. Int'l Fair. Bldg. Annual.
April 1971. Inter-Engineering Show. Osaka Int'l Trade Fair Comm. Minato Fair Grounds. Biennial.
April 1971. Consumer Goods Fair. Minato Fair Grounds. Biennial.
April 1971. New Packaging Show. Minato Fair Grounds. Biennial.
May 1971. 10th Advanced Machinery Fair. Japan Printers' Assn. Minato Fair Ground. Annual.
May 1971. 19th Int'l Printing Week. Japan Printers' Assn. Minato Fair Grounds. Annual.
June 1971. Int'l Measuring Instruments Exbn. Japan Measuring Instruments. Industrial Federation. Minato Fair Ground. Annual.
June 1971. 4th World Sports Car Show. The Daily Sports. Minato Fair Grounds. Annual.
September 1971. 9th Industrial Materials & Technology Exbn. The Industrial Daily News. Minato. Annual.
Oct.-Nov. 1971. 5th Japan Int'l Machine Tool Fair. Osaka Int'l Trade Fair Committee. Minato. Annual.
October 1971. 41st Business Show. Japan Management Assn. Minato. Semi-Annual.
November 1971. 9th Osaka Automobile Show. Japan Automobile Importers Assn. Minato. Annual.

XUM

Tokyo

- *Sept. 22-28.* TOKYO PAC—Packaging Equip.
- *Oct. 12-17.* U.S. Solo Exbn. Computers & Peripheral Equip.

January 1971. 11th Material Exbn. of Milk Products & Machine. The Shokuryo Times. Tokyo Trade Center Taitokan. Annual.

February 1971. 31st. Tokyo Leather Goods Fair. Tokyo Leather Goods Assn. Tokyo Trade Center. Taitokan. Semi-Annual.

February 1971. Sporting Arms Show. Japan Sporting Arms Assn. Annual.

March 1971. 3rd Tokyo Racing Car Show Motor Fan, Auto Sports Sanei Shobo Tokyo Int'l Trade Center. Harumi. Annual.

March 1971. 10th Tokyo Int'l Industrial & Engineering Materials Exbn. The Industrial Daily News. Tokyo Trade Center. Annual.

March 1971. 8th Vending Machine Fair. Science & Technology Museum. Japan Vending Machine Manufacturers Assn. Annual.

March 1971. World Furniture Show. Federation of Tokyo Furniture Mfg. Assn. Tokyo Trade Center. Annual.

March 1971. Japan Refrigeration & Air Condition Exbn. Japan Refrigeration & Air Condition Industry Assn. Annual.

March 1971. 9th Tokyo Boat Show. Harumi Fair Grounds. Annual.

April 1971. 5th All Japan Industrial Products Show. Industrial Daily News. Tokyo Trade Center. Annual.

April 1971. Int'l Handicraft Fair. Japan Handicraft Cultural Assn. Tokyo Trade Center. Annual.

April-May 1971. Tokyo Int'l Trade Fair. (Alternates Yearly Between Tokyo & Osaka).

May 1971. JAPAN-PLAS—3rd Int'l Fair of Plastics. Japan Society of Plastic Technology. Tokyo Int'l Trade Center, Harumi. Annual.

- *May 1971.* 4th Automatic Control Equip. Advanced Automation Systems.

May 1971. 9th Metal Printing M.E.T. Show. Metal Finishing Society of Japan. Tokyo Trade Center. Annual.

May 1971. 40th Business Show. Nippon Office Management Assn. Tokyo Int'l. Trade Center. Harumi. Semi-Annual.

May 1971. Exbn. of Construction Machinery. Japan Construction Mechanization Assn. Tokyo Int'l Trade Center. Harumi. Annual.

June 1971. Auto Accessory Fair. Japan Auto-Accessory Wholesalers Assn. Tokyo Int'l Trade Center, Harumi.

June 1971. Gas & Oil Appliances Show. The Association of Japan Gas & Oil Appliances Industry. Tokyo Int'l Trade Center, Harumi. Annual.

July 1971. Industrial Robot Exbn. Nihon Kogyo Shimbun. Tokyo Int'l Trade Center, Harumi. Annual.

July 1971. 5th Int'l Metal Working Machines Exbn. Industrial Daily News. Tokyo Int'l Trade Center, Harumi. Annual.

July 1971. Labor Saving & Automatic Machinery Exbn. Industrial Daily. Tokyo Int'l Trade Center, Harumi.

July 1971. Machine Tool Exbn. Industrial Daily. Tokyo Int'l Trade Center, Harumi.

August 1971. 32nd Tokyo Leather Goods Fair (Domestic Manufacturers Only) Tokyo Trade Center, Taitokan.

August 1971. 4th Audio-Visual Industrial Training Equip. Fair. Tokyo Trade Center. Annual.

August 1971. Japan Electronic Computer Show. (Domestic Manufacturers Only).

September 1971. 9th Int'l Toy Fair. Tokyo Trade Center. Annual.

★ *September 1971.* Japan Printing Show.

September 1971. Heating, Air Conditioning & Sanitary Engineering Exbn. (Held simultaneously with conference) Japan Management Assn.

September 1971. Building Equip. Engineering Exbn. Japan Management Assn. Annual.

September 1971. Chemical Plant Engineering Exbn. Japan Management Assn. Annual.

September 1971. 11th National Plant Engineering & Maintenance Show. Japan Management Assn. Annual.

September 1971. 1st Int'l Exbn. Oceanographic Industry. Oceanographic Society of Japan Management Assn.

September 1971. TOKYO-PACK—Int'l Packaging Exbn. Japan Packaging Machinery Manufacturers Assn.

September 1971. Modern Laboratory Equip. Fair. Japan Industrial Newspaper.

- *Oct. 7-11, 1971.* Japan Electronics Show. Electronic Equip. & Instr.

October 1971. Int'l Oil Hydraulics Pneumatic Show. Japan Hydraulics Assn. Annual.

October 1971. 17th Tokyo Motor Show. Annual.

November 1971. New Industrial Products Show. Tokyo Trade Center. Annual.

November 1971. 9th Analytical Instrument Show—Japan Analytical Instrument Assn.

November 1971. 12th Tokyo Int'l Automobile Show. Japan Auto. Importers Assn.

Kenya

Mombasa

August 1971. Mombasa Show. P.O. Box 30176. Nairobi.

Nairobi

Sept. 29-Oct. 3. Agricultural Show & Trade Fair. Agricultural Society of Kenya, P.O. Box 30176.

March 1971. Electronics & Business Efficiency Show.

September 1971. Int'l Agricultural & Trade Fair. P.O. Box 30176.

Korea

Seoul

★ *October 1971.* U.S. Solo Exbn. Selected Industrial Equip.

Laos

Vientiane

October 1971. 14th Annual That Luang Fair.

Lebanon

Beirut

March 1971. Beirut Ideal Home Show. Farah Bldg., Hamra St.

Libya

Tripoli

Feb.-Mar. 1971. Tripoli Int'l Trade Fair. P.O. Box 891.

Luxembourg

May-June 1971. Int'l Trade Fair. General. Foire Int'l de Luxembourg, Boite Postale 110, Luxembourg.

March 1971. 6th Annual Outdoor Life Exbn.-Camping & Caravaning Fair.

Malaysia

Kuala Lumpur

March 1971. Engineering Equip. Exbn. Techn. Assn. of Malaysia & Singapore, No. 46 Jaban 52/4, New Town Center, Petaling Jaya, Selangor.

Malta

Naxxar

July 1971. 15th Int'l Malta Trade Fair. Fair Grounds.

Mexico

Mexico City

- *Nov. 9-13.* U.S. Solo Exbn. Business Efficiency Equip.

June 14-20, 1971. Exbn. of Electronic Data Processing Equip, Auditorio Nacional.

July 1971. "Role of Computer Today in the Americas" Congress. Annual.

July 1971. World Veterinary Exbn. & Congress.

October 1971. Psychosomatic Medicine Symposium.

Morelia

January 1971. Mexico Int'l IEEE Conf. on Systems, Networks & Computers.

Morocco

Casablanca

April 1971. Casablanca Int'l Trade Fair. General. 11 rue Jules-Mauran.

Mozambique

Lourenco Marques

May–June 1971. FACIM-Agricultural, Commercial & Industrial Fair.

Netherlands

Amsterdam

Sept. 1-5. European Exbn. for Petroleum Technology. Exbn. Managements Ltd., 50 Rochester Row, London, S.W.1.

Sept. 22-30. Office Equip. Exbn. R.A.I. Gebouw N.V., Europaplein 8.

Oct. 11-14. INTERCONTEX—Int'l Clothing & Textile Fair. R.A.I. Gebouw N.V., Europaplein 8.

Oct. 12-16. FIAREX—Electronic Components Fair. FAIREX, Vereniging Fiar, Minervalaan 82 hs.

Oct. 13-17. AQUATECH—Int'l Water Usage & Effluent Treatment Exbn. Europort Tentoonstellingen, N.V. Hoogstraat 111 Rotterdam.

Nov. 10-14. EUROPORT—Int'l Maritime Exbn. EUROPORT Tentoonstellingen N.V.1 Hoogstraat 111. Annual.

January 1971. HORECAVA—Int'l Hotel & Restaurant Equip. Exbn. RAI-Gebouw, 8 Europaplein. Annual.

January 1971. CARAVAN—RAI—Int'l Exbn. for Trailers & Accessories. RAI-Gebouw, 8 Europaplein. Annual.

February 1971. 53rd Int'l Passenger Cars Exbn. RAI-Gebouw, 8 Europaplein. Biennial.

March 1971. HISWA—16th Int'l Watersports & Camping Exbn. HISWA; 412 Keizersgracht. Annual.

March 1971. INTERCONTEX—12th Int'l Ladies' Ready-Made Clothing & Textiles Trade Fair. RAI-Gebouw, 8 Europaplein. Semi-annual.

April 1971. IDEE 26th Household Fair. 94 Gerrit van der Veenstraat. Annual.

June 14-18, 1971. RADEX—Congress of the European Assn. of Radiology & Int'l Commercial Exbn.

September 1971. PETROTECH—European Exbn. for Petroleum Technology.

September 1971. 26th Int'l Men's Fashion Week. Stichting Herenmodebeurs, 101 Van Eeghenstraat. Annual.

October 1971. INTERCONTEX—13th Int'l Ladies Ready-Made Clothing & Textiles Trade Fair. RAI-Gebouw, Europaplein 8. Semi-annual.

October 1971. AQUATECH—4th Int'l Water Purification, Treatment & Water Handling. Witte de Withstraat 25, Rotterdam. Annual.

★*November 1971.* EUROPORT—10th International Exhibition for Shipping, Shipbuilding, Navigation and Harbor Equipment. Annual.

November 1971. INTERCLEAN—5th Int'l Exbn. for Cleaning Agents & Maintenance. RAI-Gebouw, Europaplein 8. Annual.

September 1972. EFFICIENCY FAIR—7th Business Machines. Biennial.

October 1972. FIAREX—5th Int'l Electronics Fair. Biennial.

The Hague

Sept. 7-11. Int'l Congress of the Transplant Society & Scientific & Commercial Exbn. Secretary, 3rd Int'l Cong. of the Transplant Soc., Holland Organising Centre, 16 Lange Voorhout.

Hilversum

Sept. 15-19. Sanitary & Hygiene Int'l Exbn.

Oct. 27-31. Reclamation of Raw Materials from Waste Prod's Exbn. Exbn. Managements Ltd., 50 Rochester Row, London, S.W.1.

Rotterdam

Sept. 11-29. Fashion & Housekeeping Fair. Stichting voor Rotterdamse, Beursgebouw Meent 110, Rotterdam, 1.

February 1971. BINNENHUIS—6th Int'l Fair for Household Furnishings. Beurscentrum, 89 Bergsingel, Annual.

April 1971. ETAWIMA—Int'l Exbn. for Shop & Display Equip. Annual.

Sept.-Oct. 1971. FEMINA—24th Int'l Consumers Fair. Meent 110, Room 424/5. Annual.

October 1971. NEDEX—6th Int'l Exbn. for Transportation & Export Service. Annual.

Utrecht

Sept. 6-11. Int'l Autumn Trade Fair (Consumer Goods).

Sept. 6-11. INTER DECOR Int'l Exbn. of Fabrics, Furn'gs & Carpets.

Sept. 6-11. Suppliers for the Furniture Industry Trade Fair.

Sept. 21-23. Sports & Leisure Wear Exbn.

Sept. 21-24. Trade Fair for Baby & Children's Articles.

Oct. 7-10. ORNITHOPHILIA—Poultry & Fur Animals Breeder Exbn. Koninklijke Nederlandse Vereniging Ornithophilia Schooneggendreef 60.

Oct. 7-15. Transport Equip. Exbn. Exbn. Consultants Ltd., 11 Manchester Sq., London, W.1.

Oct. 29-Nov. 5. Int'l Plastics Exbn. Exbn. Consultants Ltd., 11 Manchester Sq., London, W.1.

Nov. 23-26. SLAVAKTO—Int'l Butchers' Trade Exbn. Royal Netherlands Industries Fair.

January 1971. Winter Trade Fair for Luggage & Leather Goods, & Int'l Souvenir Fair. Annual.

January 1971. Consumer Goods Fair With Do-it-Yourself Articles. Annual.

January 1971. 4th Garden & Park Int'l Exbn. for Landscaping & Maintenance of Gardens & Parks & Gardening. Biennial.

March 1971. 93rd Int'l Spring Fair. Consumer Goods. Vredenburg. Annual.

March 1971. HET KIND—Int'l Babies & Children's Articles & Clothing Exbn. Semi-annual.

March 1971. ISN—Int'l Shoe Fair. Uredenburg. Annual.

April 1971. MEDICA—Int'l Hospital & Medical Equip. Exbn.

April 1971. 2nd Int'l Building Materials & Heating Exbn. Biennial.

May 1971. VICTAM—Int'l Feed Milling Machinery Exbn. 30 Rozenkransstraat Venlo. Biennial.

June 1971. Summer Trade Fair for Luggage & Leather Goods. Annual.

August 1971. INDRO—8th Int'l Perfumery Trade Fair. Annual.

September 1971. Int'l Fall Fair. Consumer Goods. Inter Decor Trade Fair; Lighting Goods Exbn. Annual.

September 1971. HET KIND—Int'l Babies & Children's Articles & Clothing Exbn. Semi-annual.

September 1971. Int'l Fall Footwear Fair. Annual.

October 1971. MACHEVO—Int'l Exbn. of Equip., Machinery & Instruments for Chemical, Pharmaceutical & Petrochemical Ind.

November 1971. SPOVAK—Int'l Sports & Camping Exbn. Semi-annual.

October 1973. SLAVAKTO—Int'l Meat Industry Exbn. Koninklijke Nederlandse Jaarbeurs. Triennial.

October 1974. MACROPLASTIC—Int'l Plastics Exbn. Quadrennial.

Valkenburg

October 3-7. Modern Building Exbn.

Nov. 12-16. Do-It-Yourself Exbn. Eurohal N.V. Postbus 32.

New Zealand

Auckland

Sept. 26-Oct. 3. Boat & Caravan Show. Box 26014, Epsom. Annual.

March-April 1971. New Zealand Easter Show (above address). Annual.

Christchurch

Aug.-Sept. 1971. New Zealand Industries Fair. Canterbury Court. Annual.

April 1973. Int'l Machine Tools Show. P.O. Box 13-152 AR MAGH. Triennial.

XUM

Wellington

Aug. 18-Sept. 4, 1971. Int'l Trade Fair. Biennial. 7-11 Guznee St., Box 6141.

Nicaragua

Managua

April 1971. Central America Agricultural & Industrial Fair. (Location may change yearly.)

Norway

Bergen

Sept. 24-Oct. 4. Port 1970 Exbn. A/S Driftsselskapet Bergenshallen Vilj, Bjerknesvn.

Oslo

Sept. 4-13. Technical Fair. Maskingrossisternes Forening Drammensveien 30, Oslo 2.

Oct. 4-9. Int'l Office Machinery & Equip. Exbn. Kontormaskinforhandlernes Landsforening Prinsensgate 21, Oslo.

Oct. 22-Nov. 1. 'Today's Housekeeping' Exbn. Export Council of Norway, Drammensveien 40, Oslo 2.

March 1971. Int'l Boat & Motor Show. Stortingsgaten 12. Annual.

March-April 1971. Int'l Materials Handling Exbn. & Assn. Seminars.

April 1971. Holidays & Recreation Exbn. P.O. Box 130, Skoyen. Annual.

May 1971. 3rd Int'l Shipping Exbn. Norges Varemesse. Triennial.

June 1971. Children's Fair. Norges Varemesse. Annual.

June 1971. NORD DATA-71 & Associated Confs.

Sept.-Oct. 1971. Building Machines & Equip. Exbn.

October 1972. AUTOMATICA—7th Tecnology Exbn. Norwegian Industrial Development Assn. Biennial.

June 1973. Road Construction & Development Fair. Quadrennial.

October 1973. Int'l Exbn. of Office Machines & Equipment. Office Machine Importers Assn. Triennial.

September 1974. Machinery & Equip. Exbn. Machinery Importers Assn. Quadrennial.

Pakistan

Karachi

September 1971. DEGA—Int'l Trade Fair. 8100 Nurnau Grungasse 3.

Peru

Lima

Nov. 23-29. Int'l Fair for the Electrical Ind. & Telecommunications. Pacific Int'l Trade Fair, Av. La Marina, San Miquel, P.O. Box 4900.

September 1971. Int'l Electro-Technical Trade Fair. Apartado 4900.

November 1971. Pacific Int'l Trade Fair. Apartado 4900. Annual.

April 1972. Int'l Fishing & Food Processing Fair. Apartado 4900. Biennial.

Poland

Poznan

June 1971. Int'l Poznan Trade Fair. General. Glogowska 14. Annual.

June 1972. Int'l Poznan Trade Fair.

Warsaw

May 1971. Int'l Book Fair. Ars Polona Fair Off. Krakowskie Przedmiescie 7. Annual.

May 1972. Int'l Book Fair.

Portugal

Lisbon

June 1971. 12th Int'l Trade Fair.

Oporto

Oct. 10-25. BUILDINGS—Int'l Building Materials Exbn. Associacao Industrial Portuense, Rua Mousinho da Silveira 228.

Romania

Bucharest

Sept. 7-11. 39th Int'l Congress of Industrial Chemistry (last held in Turkey).

Oct. 13-24. NOWEA—Int'l Fair. Internationale Messe Bukarest, Postfach 183, Bd. Nic. Balcescu 22.

Somali Republic

Mogadisco

Sept.-Oct. 1971. 11th Somali Int'l Trade Fair. Biennial. P.O. Box 27.

South Africa

Bloemfontein

Nov. 7-12. Education & Careers Exbn. International Exbns. Ltd., 11 Argyll St., London, W1V 2LJ.

Cape Town

Sept. 5-9. Education & Careers Exbn. Int'l Exbns. Ltd., 11 Argyll St., London, W1V 2LJ.

Johannesburg

Sept. 5-9. AUDIO—Radio, Hi-Fi & Sound Equip. Exbn. Int'l Exbns. Ltd., 11 Argyll St., London, W1V 2LJ.

Sept. 5-9. Great Outdoors Exbn. Int'l Exbns. Ltd., 11 Argyll St., London, W1V 2LJ.

Sept. 14-19. ELECTRA Elect'l, Electron & Nucleonic Engin'g Exbn. Int'l Exbns. Ltd., 11 Argyll St., London, W1V 2LJ.

THE HEART OF THE FAIRS are the business discussions on the floor and in the special businessmen's lounges set up for conferences and shop-talk. Below, American and German officials discuss details of a new license.

Sept. 22-26. Textiles '70 Exbn. Int'l Exbns. Ltd., 11 Argyll St., London, W1V 2LJ.
Oct. 3-11. Ideal Home Show. Int'l Exbns. Ltd., 11 Argyll St., London, W1V 2LJ.
Oct. 15-21. WATER 70—Effluent & Water Treatment Exbn. Int'l Exbns. Ltd., 11 Argyll St., London, W1V 2LJ.
Nov. 16-21. Plastics Exbn. S.A. Exbn Organisers (Pty.) Ltd., P.O. Box 2900.
March 1971. 60th Int'l Rand Easter Show. Annual. P.O. Box 15517, Siemand.
June 1971. Int'l Medical Exbn. Annual. BTE South Africa (Pty.) Ltd., P.O. Box 7870.
July 1971. Chemical Industries Exbn.
July 1971. Int'l Construction Machinery Exbn.
August 1971. Great Outdoors Exbn. Annual. Milner Park, P.O. Box 15517, Siemand.
August 1971. Int'l Instrument & Automation Exbn. Biennial. Milner Park.
August 1971 Int'l Mining Equip. Exbn. Biennial. Milner Park.
September 1971. Rand Ideal Home Show. Annual.
September 1971. AIREX—Air Conditioning & Cooling Equip. Milner Park. Annual.
November 1971. POWER—Motoring Accessories Exbn. Milner Park. Annual.
October 1971. Factory Equip. Exbn. Annual. Milner Park.
January 1972. Hotel Exbn. Biennial.
August 1972. Int'l Building Exbn. Milner Park. Biennial.
October 1972. Commercial Transport Exbn. Biennial.
November 1972. Plastics Exbn. Biennial.

Spain

Barcelona

Oct. 3-7. Nat'l Confectionery Fair. Salon Nacional de la Confeccion, Avda. Maria Cristina, Parque de Montjuich.
Nov. 18-29. HOGARHOTEL — Hotel Manag't, Maintenance, Equip. & Gastronomy Exbn. Salon Monografico Nacional, Av. Maria Christina, Barcelona 4.
March 1971. Int'l Nautical Exbn. Ave. Maria Cristina, Parque de Montjuich. Annual.
March 1971. GRAPHIC-PAK—Graphic Arts & Packaging Fair. Annual.
April 1971. 11th Int'l Automobile Show. Ave. Maria Cristina, Parque de Montjuich. Annual.
June 1971. 39th Official & International Samples Fair. Ave. de Maria Cristina, Parque de Montjuich. Annual.
November 1971. HOGARHOTEL—10th Int'l Hotel Equip. Show. Ave. Maria Cristina, Parque de Montjuich.
December 1971. EXPOQUIMIA—Applied Chemistry Technical Fair. (Location changes yearly)

Bilbao

Oct. 22-31. EXPOQUIMIA—Technical Fair of Chemistry. Feria de Muestras International, Apartado 468. (Location changes yearly)
March 1971. 4th Technical Fair of Electrical & Mechanical Handling Equip. Apartado 468.
July 1971. 6th Int'l Samples Fair. Tercio de Begona 2. Annual.
March 1972. 6th Machine Tool Exbn. Apartado 468. Biennial.

Elda

Sept. 13-19. Int'l Footwear & Allied Industries Fair. Feria Internacional del Calzado, Avenida de Chapi S/A, Elda, Alicante.
March 1971. 11th Int'l Shoe & Related Industries Fair (Autumn-Winter Fashions). Avenida de Chapi, Palacio Ferial. Semi-annual.

Madrid

Nov. 6-15. Int'l Office Exbn. S.I.M.O., Plaza de conde de valle Suchil 8.
★*October 1971.* U.S. Solo Exbn., Industrial Automation Equip.
November 1971. SIMO—Int'l Office Equip. Fair.
May-June 1972. 9th Int'l Agricultural Fair.

Murcia

Apr. 1-10, 1971. 10th Int'l Canning & Food Fair. Jose Antonio 11.

Seville

Apr. 15-30, 1971. 12th Iberoamerican Samples Fair. Annual.

Valencia

Oct. 20-29. Int'l Wood Machinery & Spanish Furniture Exbn. Feria Espagnola del Mueble, Platz Alfonso el Magnanimo 131 A, Postfach 210, Valencia 3.
May 1971. 50th Int'l Samples Fair.
Sept.-Oct. 1971. 4th Int'l Orange Week.
October 1971. 9th Nat'l & Int'l Furniture Show.

Zaragoza

Oct. 3-18. Nat'l Fair. Director General, Palacio Ferial (Gran Via).
April 1971. 5th FIMA Int'l Technical Farm Machinery Show. Gran Via S/N. Annual.

Sweden

Goteborg

Oct. 15-21. Int'l Packing Exbn. Scandinexpo AB, Stampgatan 38, Gothenburg C.
Nov. 2-6. INTER-REST—Hotel & Restaurant Exbn. Box 4034, Malmo 4.
Nov. 19-25. Int'l Pneumatics & Hydraulics Trade Fair. Scandinexpo AB, Stampgatan 38, 411 Ol. Gothenburg.
January 1971. 8th Scandinavian Lighting Exbn. Annual.
February 1971. 12th Swedish Int'l Boat Show.
March 1971. Int'l Exbn. for Medical Care & Health. Annual.
May 1971. 54th Swedish Int'l Trade Fair. Annual.
June 1971. 2nd Road Building & Refuse Collection & Disposal Exbn.
June 1971. 3rd Int'l Sea Transport & Marine Equip. Exbn. Biennial.
September 1971. Swedish Ideal Home Exbn.
October 1971. Int'l Medical Care & Health—Commercial & Technical Exbn. Triennial.
November 1971. ELFACK-71, Int'l Electrical Trade Fair, with Electro-Technical Conferences.
October 1972. INTER-REST—4th Swedish Hotel & Catering Fair. Biennial.

Halsingborg

Sept. 12-20. Int'l Office Equip. Exbn. Harry Tenshult, AB Helsingborgsutstallningar, Hamntorget.
May 15-23, 1971. ENGINE—Int'l Fair of Machines for Public Works, Building & Transport.
May 1971. MASKIN—7th Int'l Excavation, Building & Transportation Exbn. Biennial.

Jonkoping

Sept. 2-9. Water Pollution & Sewage Engineering Exbn.

Malmo

Sept. 10-15. Office Equip. Fair. Sydexpo AB, Vastanvag 7, S-216 13.
Sept. 25-Oct. 4. Horticultural Exbn. Sveriges Handelstadgardsmastare forbund, Box 35, 162 11 Vallingby.
Oct. 31-Nov. 4. Do-It-Yourself Exbn. Sydexpo AB, Vastanvag 7, S-216 13.
Jan.-Feb 1971. 6th Int'l Boat Show. Box 19015, Malmo 19. Annual.
April 1971. MOTORVAREN—Automobile & Automotive Accesories Fair. Sydexpo AB, Vastanvag 7. Annual.
May 1971. Scandinavian Furniture Fair.
August 1971. 52nd Int'l Skanemassan Trade Fair with Special Fair of "A Cleaner World".
October 1971. RESTA-V—Int'l Hotel & Restaurant Fair. Box 19015.
November 1971. Int'l Do-It-Yourself Exbn.
April 1972. MEKANIK—Int'l Technical Fair.
September 1972. Modern Office Machines Exbn. and PRINT-72.

XUM

Stockholm

Sept. 2-Sept. 13. St. Erik's Int'l Trade Fair.
Oct. 9-15. Technical Fair.
Nov. 7-15. IDEKOK—Kitchen Equip. Exbn. IDEKOK 70, Djurgardssiatien 86, Box 24024, 10057 Stockholm 24.
February 1971. Swedish Furniture Fair. Annual.
April 1971. TRANSPORT—5th Transports and Mechanical Handling Exbn. AB St. Eriks-Massan, S-106 80.
September 1971. 29th St. Erik's Int'l Trade Fair. Storangsvagen 18. Annual.
September 1971. 10th Stockholm Technical Fair. Annual.
October 1971. DATA-OFFICE—Int'l Data Processing Exbn.

Switzerland

Basel

Sept. 6-8. INTERFEREX Int'l Hardware Exbn. Interferex Ltd. Talstrasse 66, 8001 Zurich 1.
Feb. 13-21, 1971. Int'l Construction Equip. Fair. Mustermesse, P.O. Box 4000, Basel 21.
March 1971. INEL—5th Int'l Industrial Electronics Exbn. Postfach CH 4000, Basel 21.
April 1971. 55th Swiss Industries Fair. Postfach CH 4000, Basel 21. Annual.
• *June 8-12, 1971.* PRO AQUA-PRO-VITA—5th Water & Air Purification & Pollution Control Equip. Exbn.
Sept. 24-Oct 2, 1971. HOLTZ—7th Int'l Fair of Woodworking Machinery.
Sept. 13-18, 1971. ILMAC—5th Int'l Exbn. for Laboratory Chemical Engineering, Measurement & Automation Techniques. Mustermesse, P.O. Box 4000, Basel 21.
Nov. 17-23, 1971. IGEHO—4th Int'l Catering, Restaurant & Hotel Equip. Exbn. Annual.
Feb. 3-12, 1972. IFM—3rd Int'l Mechanical Handling Exbn.
September 1972. SURFACE—3rd Int'l Surface Treatment Exbn. Postfach, CH 4000, Basel 21. Triennial.
Oct. 16-21, 1972. NUCLEX—3rd Int'l Nuclear Industries Fair. Triennial.
November 1972. FAWEM—2nd Int'l Exbn. of Machine Tools & Tools. Postfach CH 4000, Basel 21.

Geneva

Oct. 28-Nov. 8. Ideal Home Exbn. General Secretary, Salon des Arts Menagers, 18 Quai de l'Ecole de Medecine-1211, Geneva 4.
Mar. 11-21, 1971. Int'l Auto Show. Palais des Expositions, 16 Quai de l'Ecole de Medecine, 1205 Geneva. Annual.
Oct.-Nov. 1971. Ideal Home Show. P.O. Box 220, 1211 Geneva 3. Annual.

Lausanne

Sept. 12-27. Swiss Nat'l Autumn Fair. Palais de Beaulieu, 1000 Lausanne.
Feb.-Mar. 1971. Int'l Tourism & Sports Fair Combined with Business Aviation Show. Palais de Beaulieu, 1000 Lausanne. Annual.
Sept. 11-26, 1971. 52nd Swiss Autumn Fair. Palais de Beaulieu, 1002 Lausanne. Annual.

Lucerne

May 1971. IBA—Int'l Boat Show. Winkelriedstrasse 58, 6000 Lucerne.

Montreux

May 1971. Int'l Television Symposium & Technical Exbn. P.O. Box 97, 1820 Montreux.

St. Gallen

Oct. 8-18. OLMA—Swiss Agricultural & Dairy Show. OLMA Secretariat, Museumstrasse 1.

Zurich

Oct. 29-Nov. 3. Hydraulics & Pneumatics Exbn. Agifa GmbH, Universitatstrasse 120 Post Box 8033.
Jan. 28-Feb. 2, 1971. MICROTECHNIC—Int'l Fair for High Precision Techniques.
Feb. 17-22, 1971. Int'l Cycle & Motorcycle Fair. Stadthof Thurgauerstrasse 7, 8050 Zurich.
Feb. 28-Mar. 1, 1971. Int'l Shoe Fair. Thurgauerstrasse 7, 8050 Zurich.
Aug. 25-30, 1971. FERA—Swiss Television, Phonograph & Radio Exbn. Zuspa Grounds, Stadlhof 11, Thurgauerstrasse 7, 8050 Zurich.
Aug. 29-30, 1971. Int'l Shoe Sampling Show. Stadthof 11, Thurgauerstrasse 7, 8050 Zurich.
Sept. 7-11, 1971. BUFA—Office Equipment Exhibition. Stadthof 11, Thurgauerstrasse 7, 8050 Zurich.
Oct. 28-Nov. 3, 1971. Industrial Handling Int'l Materials Handling and Automation Fair. Agifa Gmbh, Universitatstrasse 120, 8033 Zurich 6.

Syria

Damascus

Aug.-Sept. 1971. 18th Damascus Int'l Trade Fair. 67 Blvd. de Baghdad. Annual.

Taiwan

Taipei

• *Nov. 2-7.* U.S. Solo Exhibition. Selected Industrial Production Equip.

Tanzania

Dar es Salaam

July 1971. Saba Saba Int'l Trade Fair. General. Annual.

Thailand

Bangkok

Nov.-Dec. Fair of Bangkok. Industrial & Trade Fairs Center. 199/3 Pathunwan Square. Annual.

Tunisia

Tunis

May 1971. Int'l Trade Fair. Ave. Gambetta.

Turkey

Izmir

Aug.-Sept. 1971. Int'l Fair of Izmir. General. Kultur Park.

Uganda

Kampala

February 1971. Uganda Int'l Trade Fair. Pan African Exbn. Ltd.

USSR

For information write: USSR Chamber of Commerce, Dept. of Foreign Exbns., 6 Kuibyshev St., Moscow K-3, USSR.

Kishinev

Oct. 9-21. Wine & Soft Drinks Processing Equip. Exbn. Sokolnicheski Val, 1-a Moscow, B-232.

Moscow

Sept. 10-24. Int'l Chemistry in Industry, Construction & Agric. Exbn.
Sept. 25-Oct. 6. Traffic Control Equip. Exbn. Sokolnicheski Val, 1-a Moscow, B-232.
Oct. 27-Nov. 6. Automatic Postal Communications Equip. Exbn. Sokolnicheski Val, 1-a Moscow, B-232.
Oct. 27-Nov. 6. Geological Survey Instruments Exbn. Sokolnicheski Val, 1-a Moscow, B-232.
Oct. 27-Nov. 6. Prosthetic & Orthopoedic Appliances Equip. Exbn. Sokolnicheski Val, 1-a Moscow, B-232.
Mar. 16-26, 1971. Aviation Services Exbn. Cabin Equip. & Equip. for Ground Servicing of Passengers & Cargo.
March 1971. KINOFOTOTEKHNIKA—Specialized Exbn. of Equip. for the Production & Showing of Films.
May-June, 1971. INTORGMASH—Int'l Catering Exbn.
Sept. 8-22, 1971. STROYMATERIALLY—Building Materials & Equip. for Their Production.
May 1972. Modern Agricultural Machines, Equip. & Appliances.

May-June 1972. Modern Electrotechnical Equip.

Sept. 1972. Building & Roadmaking Machinery & Equip. for Mechanization of Construction & Erection.

May-June 1973. AUTOSERVICE—73 Methods of Organization & Equip. for Technological Service & Repair of Automobiles.

Aug.-Sept. 1973. Machines, Equip. & Appliances for Timber and Woodworking Industry.

May-June 1974. Health Service, Medical Equip. & Medicinal Preparations.

Aug.-Sept. 1974. Int'l Chemistry Exbn.

May-June 1975. Communication Service & Equip.

July-Aug. 1975. Fishing Exbn.

Aug.-Sept. 1975. Equip. & Appliances for Mechanization of Designing Technical & Office Work.

UAR (Egypt)

Cairo

Jan. 2-16, 1971. Arab Fair for Textile Industries. 6 Adly St.

United Kingdom

Birmingham

Jan. 13-23, 1971. Homehunter Homes & Gardens Exbn. Bingley Hall, Kingsford Publications Ltd. (Exbns. Div.), 202 Wolverhampton St., Dudley, Worcs.

Feb. 13-27, 1971. Boat & Leisure Life Exbn. Bingley Hall, Birmingham Boat Shows Ltd., 28 Colmore Circus, Birmingham 4.

May 18-26, 1971. Foundry Exbn. Bingley Hall, Industrial Presentation Ltd., 28 Essex St., Strand, London, W.C.2.

Blackpool

Sept. 15-17 Environmental Health Exbn. & Conf. Winter Gardens, Brintex Exhibitions Ltd., 3 Clement's Inn, London, W.C.2.

Jan. 31-Feb. 4, 1971. Int'l Gifts Fair. Winter Gardens, Trade Promotion Services Ltd., 185/187 High Rd., Chadwell Heath, Romford, Essex.

Feb. 23-25, 1971. Northern Amusement Equip. & Coin-op. Machine Exbn. Golden Mile Centre, Jack D. Rose (Exhibitions) Ltd., Bostel House, West St., Brighton, Sussex.

Brighton

Sept. 5-12. Brighton Int'l Trade Fair. Hotel Metropole Exbn. Hall, Federation of Sussex Industries Ltd., 7 Dials Corner, Brighton, Sussex, BN1 3JS.

Oct. 13-15. INTER-NEPCON—Electronics Prod. Equip. Conf. & Exbn. Hotel Metropole Exbn. Hall., Industrial & Scientific Conf. Mngmnt., 21 Victoria Rd., Surbiton, Surrey.

Nov. 23-26. Newspaper in the 70's Conf. & Exbn. Hotel Metropole, Marketing Exhibitions Ltd., 113 Upper Richmond Rd., London, S.W.15.

Jan. 24-28, 1971. British Int'l Toy Fair. Metropole Exbn. Hall, British Toy Fairs (Int'l) Ltd., Regent House, 89 Kingsway, London, W.C.2.

Feb. 8-11, 1971. Electric Living Trade Fair. Hotel Metropole, Electricity Council, Marketing Dept., Trafalgar Bldgs., 1 Charing Cross, London, S.W.1.

Feb. 14-18, 1971. Brighton Int'l Gifts Fair. Top Rank Suite, Lew Barclay & Co., Ltd., 46 Towngate St., Poole, Dorset.

Mar. 9-12, 1971. Professional Photography Exbn. Metropole Exbn. Hall, P. Gordon Saville, 21 Victoria Rd., Surbiton, Surrey.

Mar. 23-25, 1971. Electro-Optical Systems Design Conf. & Exbn. Metro Convention Centre, P. Gordon Saville, 21 Victoria Rd., Surbiton, Surrey.

Apr. 5-7, 1971. British Cryogenics Council Int'l Exbn. Hotel Metropole, Lawson Organisation, Green Dragon House, High St., Croydon.

Apr. 20-23, 1971. TECHNICOM 71—Technical Communications Exbn. Hotel Metropole Exbn. Hall, Business Confs. & Exbns., Mercury House, Waterloo Rd., London, S.E.1.

May 15-18, 1971. RUBBEREX—Int'l Rubber Conf. & Exbn. Hotel Metropole, MacLaren (Exhibitions) Ltd., Davis House, 69/77 High St., Croydon, Surrey.

Oct. 19-21, 1971. INTER-NEPCON—Elect. Prod. Equip. Conf. & Exbn. Metropole Exbn. Hall, Industrial & Scientific Management Conf., 21 Victoria Rd., Surbiton, Surrey.

Bristol

Sept. 2-12. Ideal Homes Exbn., Victoria Rooms, John Powell Exhibitions Ltd., 23 Spa Road, Gloucester, GL1 1UY.

Cardiff

July 5-9, 1971. Advanced Inds. Meas'nt & Control Exbn. & Symp. Sophia Gardens, Exhibitions (Wales & West) Ltd., Holly House, Rhiwderin, Nr. Newport.

Eastbourne

Oct. 12-14. Decimalisation & Computing Conf. & Exbn. Floral Hall, Rating & Valuation Assoc., 29 Belgrave Sq., London, S.W.1.

Edinburgh

Sept. 21-25. Int'l Health Conf. & Exbn. Royal Society of Health, 90 Buckingham Palace Rd., London, S.W.1.

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Farnborough

Sept. 7-13. Flying Display & Exbn. Flying Ground, Society of British Aerospace Companies Ltd., 29 King St., St. James's, London, S.C.1.

Glasgow

Sept. 2-10. Int'l Engineering Exbn. NORBEX, Kelvin Hall, Lintex Ltd., 226 Grand Bldgs., Trafalgar Sq., London, W.C.2.

Oct. 7-24. Modern Homes Exbn., Kelvin Hall, The Corp. of Glasgow, Kelvin Hall, Glasgow, C.3.

Nov. 9-13. Scottish Packaging, Plastics, Printing & Allied Trades. Kelvin Hall, Lintex Ltd., 226 Grand Bldgs., Trafalgar Sq., London, W.C.2.

May 17-21, 1971. Int'l Materials Handling Exbn. Kelvin Hall, Exhibition Promotions (Material Handling) Ltd. Stamford House, 65/66 Turnmill St., London, E.C.1.

June 7- 11, 1971. ENVIREX-Environmental Engineering Exbn., Kelvin Hall, Conference & Trade Shows Ltd., 1 Queens Sq., Brighton, BN1 3FD.

Harrogate

Sept. 8-11. Northern Floor Coverings Fair, Exbn. Hall, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford St., London, W.C.1.

Sept. 10-16. Building Exbn., Showground,

Exbn. Manager, Chief Information Office, Ministry of Public Building & Works, Lambeth Bridge House, S.E.1.

Sept. 22-24. Menswear Assoc. of Britain Conv. & Exbn. Exbn. Hall, Menswear Assoc. of Britain, 293 Regent St., London, W.1.

Nov. 13-14. British Boot & Shoe Institution Exbn. Exbn. Centre, British Boot & Shoe Institute, 8 St. Georges St., Northampton.

Jan. 9-14, 1971. Harrogate Int'l Toy Fair, Exbn. Hall, Harrogate Int'l Toy Fair Ltd., Finsbury Court, Finsbury Pavement. London, E.C.2.

June 9-12, 1971. Clothing Institutes Fabrics & Equip. Exbn. Exbn. Hall, Brintex Exhibitions Ltd., 3 Clements Inn, London, W.C.2.

Leeds

Sept. 29-Oct. 2. NORTHPRINT—Northern Printing Exbn. Queen's Hall, Marketing Exbns. Ltd., 113/123 Upper Richmond Rd., London, S.W.15.

Feb. 10-20, 1971. Northern Caravan & Camping Exbn. Queen's Hall, Modern Exbn. Services Ltd., Queens Hall, Sovereign St., Leeds 1.

Oct. 26-29, 1971. Northern Contract Interiors Exbn., Queens Hall, Westbourne Exbns. Ltd., Crown House, London Rd., Morden, Surrey.

Leicester

May 17-21, 1971. ISMEX—Int'l Shoe Machinery Exbn. Granby Halls, Shoe & Leather News (Exhibitions) Ltd., 84-88 Great Eastern St., London, E.C.2.

London

Sept. 6-12. World Congr. of Cardiology & Exbn. Royal Festival Hall, Conference Services Ltd., 11 Whitehall Court, London, S.W.1.

Sept. 7-11. Int'l Broadcasting Cvn. & Exbn. Grosvenor House, Int'l Broadcasting Cvn., Inst. of Electrical Engineers, Savoy Place, London, W.C.2.

Sept. 14-18. Fluid Power Int'l Exbn. & Conf. Olympia, Commercial Exbns. Ltd., 28 Essex St., Strand, London, W.C.2.

Sept. 14-18. MIRCO—Int'l Exbn. & Symp. on Microscopy. Imperial College, Royal Microscopical Society, Canterbury House, 393 Cowley Rd., Oxford, OX 4 2BS.

Sept. 15-18. Bio-Medical Exbn. & Symp. Olympia, U.T.P. Exbns. Ltd., 36/37 Furnival St., London, E.C.4.

Sept. 15-19. Int'l Clothing Trade Exbn. Olympia, U.T.P. Exbns. Ltd., 36/37 Furnival St., London, E.C.4.

Sept. 18-26. Int'l Commercial Motor Transport Exbn., Earls Court, Society of Motor Manufacturers & Traders Ltd., Forbes House, Halkin St., London, S.W.1.

Sept. 18-26. London Int'l Stamp Exbn. Olympia, Walter House, 418/422 Strand, London, W.C.2.

Sept. 22-26. Woodworking Equip. & Materials Exbn. Alexandra Place, Westbourne Exbns. Ltd., Crown House, Morden, Surrey.

Oct. 4-7. Shoes for Spring Exbn. Mount Royal Hotel, British Footwear Manufacturers Federation, 72 Dean St., London, W1V 5HB.

Oct. 5-9. COMPUTER 70—Int'l Computer & Peripheral Exbn. Olympia, Business Equip. Trade Assoc., 109 Kingsway, London, W.C.2.

Oct. 6-9. Furniture Production Exbn. Olympia, Exbns. for Industry Ltd., 33 Furnival St., London, E.C.4.

Oct. 6-9. Int'l Diecasting Exbn. Olympia, Mack-Brooks Exbns. Ltd., 96 Hatton Garden, London, E.C.1.

Oct. 6-10. Converting, Coding & Marking Equip. & Materials Exbn. Olympia, R. W. Boardman (Exbns.) Ltd., 8 Leicester St., Leicester Sq., London, W.C.2.

Oct. 6-10. Science Research & Tech'gy Exbn. & Conf. Olympia, R. W. Boardman (Exbns.) Ltd., 8 Leicester St., Leicester Square, London, W.C.2.

Oct. 14-24. Int'l Motor Exbn. Earls Court, Society of Motor Manufacturers & Traders Ltd., Forbes House, Halkin St., London, S.W.1.

Oct. 19-24. Int'l Audio & Music Fair. Olympia, C. Rex-Hassan & Assocs., 42 Manchester St., London, W.1.

Oct. 20-21. Ultrasonics for Industry Conf. & Exbn. St. Ermins Hotel, Lliffe Exbns. Ltd., Dorset House, Stamford St., London, S.E.1.

Oct. 26-30. London Nursing Exbn. & Conv. Seymour Hall, Lliffe Exbns. Ltd., Dorset House, Stamford St., London, S.E.1.

Oct. 27-29. Royal Int'l Dairy Show. Olympia, Royal Assoc. of British Dairy Farmers, 17 Devonshire St., London, W.1.

Oct. 28-29. London Bakers Exbn. Alexandra Palace, London, Nat'l Assoc. of Master Bakers & Conf., Queens House, Holly Rd., Twickenham, Middlesex.

Nov. 1-4. Camping & Sports Equip. Trade Fair. Olympia, Trades Exbns. Ltd., Exhibition House, Spring St., London, W.2.

Nov. 5-9. Communications 70 Exbn. Alexandra Palace, E.T.V. Cybernetics Ltd., 56 Poland St., London, W1V 3DF.

Nov. 10-12. Engineering Exbn. New Hortic Hall, Engineering Industries Assoc., 3/7 Portman Sq., London, W.1.

Nov. 10-13. Adhesion 70 Exbn. Old Hortic Hall, Engineering Industries 50 Rochester Row, London, S.W.1.

Nov. 11-21. Int'l Caravan & Camping Exbn. Earls Court, Associated Newspapers Ltd., Carmelite House, Carmelite St., London, E.C.4.

Nov. 15-21. PLANTEX 70—Int'l Plant Hire Exbn. Alexandra Palace, Trades Exhibition Ltd., Exbn. House, Spring St., London, W.2.

Nov. 16-18. Leisure & Outdoor Furniture Trade Exbn. Royal Lancaster Hotel, Leisure & Outdoor Life Assoc., Sardinia House, 53 Lincolns Inn Fields, London, W.C.2.

Nov. 16-21. Public Works & Municipal Services Cong. & Exbn. Olympia, Municipal Agency Ltd., 3 Clement's Inn, London, W.C.2.

Dec. 8-15. Careers, Environment, Education & Training Exbn. & Conf. Olympia, R. W. Boardman (Exbns.) Ltd., 8 Leicester St., Leicester Sq., London, W.C.2.

Jan. 2-9, 1971. Racing & Sports Motor Cycle Show. New Hortic Hall, Herbert Daniel (Holdings) Ltd., 19 Compton Terrace, London, N.1.

Jan. 5-16, 1971. Int'l Boat Show. Earls Court, Nat'l Boat Shows Ltd., 31 Great Queen St., London, W.C.2.

Jan. 6-16, 1971. Int'l Racing Car Show. Olympia, Racing Car Show Joint Committee, 21 Grosvenor Place, London, S.W.1

Jan. 6-16, 1971. COLEX—Camping & Outdoor Life Exbn. Olympia, Trades Exbns. Ltd., Exbn. House, Spring St., London, W.2.

Jan. 11-14, 1971. LIGHTSHOW—Lighting Exbn. Olympia, Brintex Exbns. Ltd., 3 Clement's Inn, London, W.C.2.

Jan. 12-15, 1971. Nat'l Vending Exbn. Grosvenor House, Westbourne Exbns. Ltd., Crown House, Morden, Surrey.

Jan. 12-16, 1971. Stone Ind. Exbn. Olympia, Brintex Exbns. Ltd., 3 Clement's Inn, London, W.C.2.

Jan. 17-21, 1971. Leathergoods, Luggage & Handbag Fair. Mount Royal Hotel, Nat'l Leather Goods & Saddlery Mfrs. Assn., 9 St. Thomas St., London, S.E.1.

Jan. 19-21, 1971. Amusement Trades Exbn. Alexandra Palace, Amusement Trades Exbns. Ltd., 9 Charing Cross Rd., London, W.C.2.

Jan. 25-29. Int'l Hardware Trades Fair. Olympia, Universal Exbns. Ltd., 9 Castle Place, High Wycombe, Bucks.

Feb. 1-13, 1971. Int'l Furniture Show, Earls Court, R. W. Boardman (Exbns.) Ltd., 8 Leicester St., Leicester Sq., London, W.C.2.

Mar. 1-5, 1971. CARPEX—Int'l Carpet, Linoleum & Floor Coverings Fair, Earls Court, Industrial & Trade Fairs, Ltd., Commonwealth House, 1-19 New Oxford St., London, W.C.1.

Mar. 1-5, 1971. IMBEX—Int'l Men's & Boys' Wear Exbn., Earls Court, Industrial & Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford St., London, W.C.1.

Mar. 2-5, 1971. Food Pack—Int'l Exbn. for the Food & Allied Ind's, Alexandra Palace, B.P.S. Exbns. Ltd., 6 London St., London, W.1.

Mar. 2-27, 1971. Ideal Home Exbn. Olympia, Assoctd. Newspapers Ltd., Exbn. Office, Temple House, Temple Ave., London, E.C.4.

Mar. 15-19, 1971. MEDEA—Int'l Medical Engineering & Automation Exbn. Earls Court, Industrial Exbns. Ltd., 9 Argyll St., London, W.1.

Mar. 15-19, 1971. Int'l Reprographic Exbn. Earls Court, Industrial Exbn. Ltd., 9 Argyll St., London, W.1.

Mar. 15-20, 1971. I.M.E.E.—Institutional Management Equip. Exbn. Earls Court, Contemporary Exbns. Ltd., 14 New Burlington St., London, W.1.

Mar. 15-20, 1971. FASHION FAIR—Make-It-Yourself Exbn & Trade Fair. Earls Court, Brintex Exbns. Ltd., 3 Clement's Inn, London, W.C.2.

Mar. 28-31, 1971. Autumn Shoes Exbn. Hotel Russell, Shoe & Leather News (Exbns.) Ltd., 84-88 Great Eastern St., London, E.C.2.

Mar. 29-Apr. 2, 1971. LABEX Int'l (Lab. Apparatus & Materials Exbn.). Earls Court, U.T.P. Exbns. Ltd., 36/37 Furnival St., London, E.C.4.

Mar. 30-Apr. 2, 1971. Effluent & Water Treatment Exbn. & Conv. Earls Court, Brintex Exbns. Ltd., 3 Clement's Inn, London, W.C.2.

Mar. 30-Apr. 2, 1971. ENPOCON—Environmental Pollution Control Exbn. Earls Court, Brintex Exbns. Ltd., 3 Clement's Inn, London, W.C.2.

Apr. 19-22, 1971. Physics Exbn. Alexandra Palace, Institute of Physics & Physical Society, 47 Belgrave Sq., London, S.W.1.

Apr. 21-29, 1971. Int'l Welding & Metal Fabrication Exbn. Olympia, Industrial & Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford St., London, W.C.1.

Apr. 21-29, 1971. London Int'l Engineering & Marine Exbn. Earls Court. F. W. Bridges & Sons Ltd., Commonwealth House, 1-19 New Oxford St., London, W.C.1.

May 17-21, 1971. Int'l Assembly & Fastener Engineering Exbn. & Conf. Olympia, Commercial Exbns. Ltd., 28 Essex St., Strand, London, W.C.2.

May 17-21, 1971. Shopex Int'l. Earls Court, Lliffe Exbns. Ltd., Dorset House, Stamford St., London, S.E.1.

May 17-22, 1971. Int'l Plumbing & Domestic Heating Exbn. Royal Hortic Halls, Exbn. & Presentations Ltd., Peterson House Livery St., Birmingham, 3.

May 18-21, 1971. Industrial & Commercial Security & Safety Exbn. Royal Lancaster Hotel, Exbn. Mngmnts. Ltd., 50 Rochester Row, London, S.W.1.

● *May 18-21, 1971.* London Int'l Electronic Components Exbn.

June 5-9, 1971. Reinforced Plastics Exbn. Earls Court, Brintex Exbns. Ltd., 3 Clement's Inn, London, W.C.2.

June 8-11, 1971. Industrial & Commercial Expansion & Development Exbn. Europa Hotel, Exbn. Mngmnts. Ltd., 50 Rochester Row, London, S.W.1.

June 8-11, 1971. Int'l Contract Furnishing & Interior Decor Exbn. Olympia, Westbourne Exbn. Ltd., Crown House, London Rd., Morden, Surrey.

June 14-17, 1971. 'Photography at Work' Exbn. New Hortic Hall, Distinctive Exbns. Ltd., Davis House, 69/77 High St., Croydon, Surrey.

June 21-25, 1971. Int'l Power Transmission Engineering Exbn. Olympia, Engineers' Digest, 120 Wigmore St., London, W.1.

★*July 13-24, 1971.* IPEX—Int'l Printing Machinery & Allied Trades Exbn.

Aug. 18-25, 1971. Int'l Mining Exbn. Olympia, Brintex Exbns. Ltd., 3 Clement's Inn, London, W.C.2.

Sept. 9-18, 1971. Int'l Laundry, Dry Cleaning & Allied Trades Exbn. Olympia, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford St., London, W.C.1.

Sept. 28-Oct. 1, 1971. Dust Control & Air Cleaning Exbn. & Conf. Olympia, Technology Exbns. Ltd., 1 Katherine St., Croydon, CR9 1LB.

Sept. 28-Oct. 1, 1971. Freight Container Exbn. Earls Court, Society of Motor Manufacturers & Traders, Forbes House, Halkin St., London, S.W.1.

Sept. 28-Oct. 1, 1971. FILTECH—Int'l Filtration & Separation Exbn. Olympia, Filtech Exbns. Ltd., 1 Katherine St., Croydon, CR9 1LB.

Oct. 12-15, 1971. INSPEX—Engineering Inspection & Quality Control Exbn. & Conf. New Hortic Hall, Business Conf. & Exbns. Ltd., Mercury House, Waterloo Rd., London, S.E.1.

Oct. 20-30, 1971. Int'l Motor Exbn. Earls Court, Society of Motor Manufacturers & Traders Ltd., Forbes House, Halkin St., London, S.W.1.

Manchester

Sept. 1-12. North's Food Fair: Grocers' Exbn. Belle Vue, Grocers' & Allied Trades Exbn., 393 Corn Exchange, Manchester, 4.

Sept. 15-17. Electronic Instruments Exbn. Hotel Piccadilly, Industrial Exbns. Ltd., 9 Argyll St., London, W1V 2HA.

Sept. 15-19. Domestic Heating & Insul. in the Home Exbn. Free Trade Hall, John Clarke (Press Representations) Ltd., 44 Brazennose St., Manchester, M2 5AP.

Sept. 23-26. Automatic Vending Exbn. New Century Hall, Target Exbns. Ltd., Beckenham Rd., West Wickham, Kent.

Sept. 28-Oct. 2. Electronics, Instruments & Comp's Exbn. & Conv. Belle Vue, Institution of Electronics, Pennine House, 78 Shaw Rd., Rochdale, Lancs.

Oct. 6-8. R.I.C. Exbn. of Chemical Lab. Equip. Renold Bldg. U.M.I.S.T., Dept. of Chemistry, Univ. of Salford, Salford 5, Lancs.

Oct. 19-23. Int'l Sheet Metal Exbn. Belle Vue, Mack-Brooks Exbns. Ltd., 96 Hatton Garden, London, E.C.1.

Oct. 19-24. Building Trades Exbn., City Hall, Provincial Exbns. Ltd., City Hall, Deansgate, Manchester 3.

Nov. 10-21. Do-It-Yourself Exbn. City Hall, Provincial Exbns. Ltd., City Hall, Deansgate, Manchester 3.

Apr. 19-23, 1971. IFEX—Int'l Freighting, Handling & Storage Exbn. Belle Vue, Maclean Hunter Ltd., 30 Old Burlington St., London, W.1.

Apr. 20-23, 1971. NORTHPACK—Northern Packaging Exbn. City Hall, Marketing Exbns. Ltd., 113/123 Upper Richmond Rd., London, S.W.15.

Sept. 7-18, 1971. Food, Cookery & Catering Exbn. City Hall, Provincial Exbns. Ltd., City Hall, Deansgate, Manchester 3.

Nottingham

Mar. 29-Apr. 2, 1971. British Computer Society Data Fair. University Bldg., British Computer Society, 23 Dorset Sq., London, N.W.1.

Southampton

Sept. 22-24. Southampton Electronic Instruments Exbn. Skyway Hotel, Industrial Exbns. Ltd., 9 Argyll St., London, W1V 2HA.

Southport

Oct. 20-23. Clean Air Exbn. North Parade Gardens, Nat'l Society for Clean Air, Field House, Breams Bldgs., London, E.C.4.

Stoke-on-Trent

Sept. 8-10. CERAMEX 70—Ceramic Plant Mach'y & Matl's Exbn. Trentham Gardens, British Ceramic Plant & Machinery Mfrs. Assoc., P.O. Box 9, Sunbury, Middlesex.

XUM

United States

This section lists fairs chronologically by name, location and address. It represents only a partial listing of trade shows in this country, and includes those whose managements have indicated to the Commerce Department an interest in foreign exhibitors and/or visitors. Information is taken from the latest data available to Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements. The address accompanying each item refers to the fair management, not the fair itself. Questions about these events may be addressed to USES, DIB-180, U.S. Department of Commerce, Washington, D.C. 20230 (202—967-5676).

August 1970

2-5. Memphis Gift & Jewelry Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

13-22. Kentucky State Fair. Louisville. P.O. Box 21179, Louisville, Ky. 40217

15-22. Erie County Fair. Hamburg. Box 526, 5600 McKinley Pkwy., Hamburg, N.Y. 14075

16-19. Detroit Gift Show. Detroit. P.O. Box 188, Zanesville, Ohio 43701

16-21. New York Gift Show. New York. 220 Fifth Ave., New York, N.Y. 10001

19-22. Specialty Advertising Assn. Show. Chicago. 740 N. Rush St., Chicago, Ill. 60611

23-30. American Society of Agronomy. Tucson. 677 S. Segoe Rd., Madison, Wis. 53711

25-28. Western Electronic Show & Conv. Los Angeles. 3600 Wilshire Blvd., Los Angeles, Cal. 90005

28-Sept. 7. Indiana State Fair. Indianapolis. State Fair Grounds, Indianapolis, Ind. 46205

30-Sept. 2. Nat'l Fancy Food & Confection Show. New York. Chas Snitow Org. Inc., 331 Madison Ave., New York, N.Y. 10017

30-Sept. 2. Denver Gift and Jewelry Show. Denver. 3510 Council St., Los Angeles, Cal. 90004

September 1970

1-7. New York State Fair. Syracuse. New York State Government Dept. of Agriculture & Markets, Albany, N.Y. 12225

6-10. Dallas Trade Mart Gift & Jewelry Show. Dallas. 2100 Stemmons Freeway, Dallas, Tex. 75207

10-13. Mountain States Mobile Home, Recreational Vehicle & Supply Show, Denver. Industrial Expositions Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

11-20. New Jersey State Fair. Trenton. Unicorn Developing Co., P.O. Box 669, Trenton, N.J. 08604

11-20. Eastern States Expo, W. Springfield. 1305 Memorial Ave., P.O. Box 191 W. Springfield, Mass. 01089

12-16. Int'l Woodworking Machinery & Furniture Supply Fair—U.S.A. Louisville, Ky. 666 Lake Shore Dr., Chicago, Ill., 60611

14-17. American Hospital Assn. Show. Houston. 840 N. Lake Shore Dr., Chicago, Ill. 60611

15-18. Nat'l Chemical Expo. Chicago. 86 East Randolph St., Chicago, Ill. 60601

19-23. Nat'l Tire Dealers & Retreaders Assn. Show. Atlantic City. 1343 L St., NW., Washington, D.C. 20005

20-25. Philadelphia Gift Show. Philadelphia. 220 Fifth Ave., New York, N.Y. 10001

21-Oct. 2. Machine Tool Expo. Chicago. Nat'l Machine Tool Builders Assn. 2139 Wis. Ave., NW., Washington, D.C. 20007.

22-Oct. 2. Production Engineering Show. Chicago. Clapp & Poliak. Inc., 245 Park Ave., New York, N.Y. 10017

24-Oct. 3. Southeastern Fair. Atlanta. P.O. Box 6826, Lakewood Sta. Atlanta, Ga. 30315

25-Oct. 4. Oklahoma State Fair. Oklahoma City. P.O. Box 5026, Oklahoma City, Okla. 73101

26-Oct. 1. Public Works Cong. & Equip. Show. Dallas. 1313 E. 60th St., Chicago, Ill. 60637

28-Oct. 1. Iron & Steel Expo. Cleveland. 1010 Empire Bldg., Pittsburgh, Pa. 15222

28-Oct. 1. Int'l Shipping, Containerization & Marine Engineering Expo. & Cong. New York. 1601 W. Lafayette Blvd., Detroit, Mich. 48216

October 1970

6-8. New England Tool Expo. Boston. 20501 Ford Rd., Dearborn, Mich. 48128

6-11. Heart O'Texas Fair. Waco. P.O. Box 7581, Waco Tex. 76710

10-25. Texas State Fair. Dallas P.O. Box 26010. 75221

12-15. Nat'l Hardware Show. New York. Chas. Snitow Org., Inc. 331 Madison Ave., New York, N.Y. 10017.

13-15. Mountain States Industrial & Business Exbt. & Conf. Denver. Industrial Expositions, Inc. 2785 N. Speer Blvd., Denver, Colo. 80211

15-22. Direct Mail Advertising Assn. Show. Miami Beach. 230 Park Ave., New York, N.Y. 10013

18-21. American Meat Institute Conv. & Exbn. Chicago. 59 E. Van Buren St., Chicago, Ill. 60605

18-21. American Hardware Mfrs. Assn. Show. Atlantic City. 342 Madison Ave., New York, N.Y. 10017

18-21. Produce Packaging Expo. Atlanta P.O. Box 674, Newark, Del. 19711

18-21. Southwestern Men's & Boys' Pre Spring & Holiday Market. Dallas. Dallas Market Center, 2100 Stemmons Freeway, Dallas, Tex. 75207

18-22. Int'l Taxicab Show. San Francisco. 222 E. Wis. Ave., Lake Forest, Ill. 60045

19-22. Materials Engineering Expo. & Cong. Cleveland. Metals Park, Ohio 44073

19-23. Southern Textile Expo. Greenville. Textile Hall Corp., Box-5823 Station B, Greenville, S.C. 29606

20-22. Food & Drug Packaging Show. Detroit. Shea Expositions Corp., 250 Gateway Towers, Pittsburgh, Pa. 15222

23-30. Southern Furniture Market Show. High Point. P.O. Box 828 High Point, N.C. 27261

24-26. Nat'l Sporting Goods Assn. Show. San Francisco, 717 N. Mich. Ave., Chicago, Ill. 60611

24-26. Pan American Hospitality Expo. Miami Beach, 141 N.E. 3rd Ave., Miami, Fla. 33132

25-28. Nat'l Outerwear & Sportswear Show. New York. 347 Fifth Ave., New York, N.Y. 10016

26-29. Instrument-Automation Conf. & Exbn. Philadelphia. Instrument Society of America, Penn Sheraton Hotel, 530 Wm. Penn Place, Pittsburgh, Pa. 15219

26-29. Int'l Poultry Industry Expo. Cincinnati. 400 N. Mich. Ave., Chicago, Ill. 60611

27-29. Point-of-Purchase Advertising Institute Show. New York. 521 Fifth Ave., New York, N.Y. 10017

28-21. Screen Process Printing. Chicago. 1145 19th St., NW., Wash., D.C. 20036

November 1970

1-5. Food & Dairy Processing Expo. Houston. 1145 19th St. NW., Washington, D.C. 20036

3-6. Industrialized Building Expo. & Cong. Louisville, Ky. Chas. Snitow Org., Inc., 331 Madison Ave., New York, N.Y. 10017

4-5. Marking Device Assn. Show. Chicago. 1611 Chicago Ave., Evanston, Ill. 60201

4-6. Northeast Electronics Research & Engineering Meeting & Show. Boston. NEREM Exhibits, Box 324, Waltham, Mass. 02154

6-8. New Orleans Int'l Marine Trades Expo., New Orleans. G&M Productions, 1136 ITM Bldg., No. 2 Canal St., New Orleans, La. 70130

7-10. Nat'l Automatic Merchandising Show. Chicago. 7 S. Dearborn St., Chicago, Ill. 60603

8-10. Nat'l Shoe Fair of America. New York. The New Yorker, 34th & 8th Ave., New York, N.Y. 10001

9-12. Nat'l Hotel & Motor Hotel Expo. New York. 141 W. 51st St., New York, N.Y. 10019

9-13. Int'l Furniture Fair. New York. New Furniture Mart Assocs., 205-215 Lexington Ave., New York, N.Y. 10016

11-15. Mountain States Winter Recreation & Vacation Show. Denver. Industrial Expositions Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

14-18. Int'l Assn. of Clothing Designers Show. Cincinnati. 12 S. 12th St., Philadelphia, Pa. 19107

15-19 Atom Fair. Washington, D.C. Nat'l Expositions Co., Inc., 14 W. 40th St., New York, N.Y. 10018

16-19. Nat'l Die Casting Expo. & Cong. Cleveland. 1601 W. Lafayette St., Detroit, Mich. 48216

17-19. Southwestern Tool Expo. Dallas. Society of Manufacturing Engineers. 20501 Ford Rd., Dearborn, Mich. 48128

25-29. Int'l Photography & Travel Fair. New York. Chas. Snitow Org., Inc., 331 Madison Ave., New York, N.Y. 10017

December 1970

1-3. Western Design Engineering Expo. Anaheim. Technical Industries Expositions Inc., 34 W. Putnam Ave., Greenwich, Conn. 06830

5-7. Nat'l Electronics Conf. & Exbt. Chicago. 1211 W. 22nd St., Chicago, Ill. 60521

8-10. WESTEC/North Western Metal & Tool Expo. & Conf. San Francisco. 20501 Ford Rd., Dearborn, Mich. 48128

27-30. Expo. of Science & Industry. Chicago. 1515 Mass. Ave., NW., Washington, D.C. 20005

January 1971

3-9. American Furniture Mart Int'l Home Furnishing Show. Chicago. 666 Lake Shore Dr., Chicago, Ill. 60611

6-10. Oklahoma Sports, Boat & Travel Show. Tulsa. 901 Atlas Life Bldg., Tulsa, Oklahoma 74103

11-15. Nat'l Housewares Exbt. Chicago. 1130 Merchandise Mart, Chicago, Ill. 60654

11-15. Society of Automotive Engineers Automotive Engineering Cong. & Expo. Detroit. 2 Penn Plaza, New York, N.Y. 10001

12-14. Microwave Expo., Los Angeles. Technical Industries Expos. Inc., 34 W. Putnam Ave., Greenwich, Conn. 06830

15-24. Mid-America Boat Show. Cleveland. 414 Caxton Bldg., Cleveland, Ohio. 44115

16-20. Nat'l Automobile Dealers Equip. Exbn. San Francisco. 2000 K St., NW. Washington, D.C. 20006

17-20. Southern Jewelry Show. Atlanta. 631 Candler Bldg., Atlanta, Ga. 30303

17-21. Nat'l Assn. of Home Builders Convn. & Show. Houston. 1625 L St., NW., Washington, D.C. 20036

17-21. Southern Furniture Market Show. High Point. P.O. Box 828, High Point, N.C. 27261

19-21. Agricultural Trade Show of Maine. Lewiston. Agricultural Program State House, Augusta, Me. 04330

20-31. Nat'l Boat Show. New York. 537 Steamboat Rd., Greenwich, Conn. 06830

24-27. Canners Show. Chicago. 7758 Wis. Ave., NW., Washington, D.C., 20014

24-30. California Gift Show. Los Angeles. Trade Shows Ltd., 3510 Council St., Los Angeles, Cal. 90004

25-28. Int'l Heating & Air Conditioning Expo. Philadelphia. 200 Park Ave., New York, N.Y. 10017

29-Feb. 4. Hobby Industry Trade Show. Chicago. 200 Fifth Ave., New York, N.Y. 10010

31-Feb. 4. Nat'l Sporting Goods Assn. Show. Chicago. 717 N. Mich. Ave., Chicago, Ill. 60611

February 1971

7-9. Memphis Gift & Jewelry Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

9-11. Nat'l Electronic Packaging & Production Expo./Conf. Anaheim. Nat'l Expositions Co., Inc., 14 W. 40th St., New York, N.Y. 10018

17-21. Kansas Sports, Boat & Travel Show. Wichita. 2785 N. Speer Blvd., Denver, Colo. 80211

20-26. Nat'l Auto Accessories Expo. Chicago. 555 E. City Line Ave., Bala Cynwyd, Pa. 19004

20-22. New England Hardware-Housewares Show. Boston. 80 Main St., Reading, Mass. 01867

22-24. Pulp & Paper Industry Exbt. New York. Nat'l Expositions Co. Inc., 14 W. 40th St., New York, N.Y. 10018

27-Mar. 1. Philadelphia Sports, Camping, Vacation & Travel Show. Philadelphia. 136 Chestnut St., Philadelphia, Pa. 19106

March 1971

2-6. Specialty Advertising Assoc. Show. Chicago. 740 N. Rush St., Chicago 60611

2-7. Colorado Sports, Boat & Travel Show. Denver. Industrial Expositions, Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

3-6. Nat'l Office Products Assn. Conv. & Exbn. Dallas. 1151 K St., NW., Washington, D.C. 20005

5-11. Associated General Contractors of America Conv./Exbt. San Diego. A.G.C. 1957 E. St., NW., Washington, D.C. 20006

6-9. Nat'l Assn. of Bedding Mfrs. Annual Conv. & Supply Show. Chicago. N.A.B.M. 724 Ninth St., NW., Washington, D.C. 20001

10-12. Int'l Automotive Service Industries Show. Chicago. 28 E. Jackson Blvd., Chicago, Ill. 60604

15-18. Nat'l Plant Engineering & Maintenance Show. Cleveland. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

15-19. Western Metal & Tool Expo. & Conf. Los Angeles. Metals Park, Ohio 44073

19-21. Int'l Stamp Show. New York. Industrial Exhibitions Inc., 121 W. 45th St., New York, N.Y. 10036

22-25. Int'l Institute of Electric & Electronics Engineers Exbn. New York, 72 W. 45th St., New York, N.Y. 10036

28-Apr. 1. Int'l Gas Turbine Conf. & Products Show. Houston. P.O. Box 188 Ho-Ho-Kus, N.J. 07423

31-Apr. 2. Int'l Truck, Trailer & Equip. Show. Anaheim. 1240 Bayshore Hwy., Burlingame, Cal. 94010

April 1971

1-3. Pacific Automotive Show. Portland, Ore. 714 W. Olympic St., Los Angeles, Cal. 90015

3-11. Int'l Automobile Show. New York. Chas. Snitow Org., Inc., 331 Madison Ave., New York, N.Y. 10017

13-15. Progress in Electrical-Electronic Equip. Exbn. St. Louis. 1221 Locust St., St. Louis, Mo. 63103

13-18. Int'l Sports, Camping, Vacation Show. New Orleans. Double "C" Productions, 201 E. Rische St., San Antonio, Tex. 78234

18-21. Southwestern Men's & Boys' Pre Spring & Holiday Market. Dallas. Dallas Market Center, 2100 Stemmons Freeway, Dallas, Tex. 75207

23-30. Southern Furniture Market Show. High Point. P.O. Box 828, High Point, N.C. 27261

26-30. Nat'l Engineering Conf. & Tool Expo. Philadelphia. 20501 Ford Rd., Dearborn, Mich. 48128

May 1971

2-5. Super Market Institute Annual Conv. & Educational Expo. Houston. SMI Inc., 200 E. Ontario St., Chicago, Ill. 60611

3-6. AMA Nat'l Packaging Expo. Chicago. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

3-7. Knitting Arts Exbn. Atlantic City.

XUM

CONFERENCES, WORKSHOPS AND FORUMS are becoming important parts of international fairs. Experts discussing technology and panels reviewing problems help draw highly qualified visitor-buyers.

Robert T. Kenworthy, Inc., 866 U.N. Plaza, New York, N.Y. 10017

15-23. Int'l Petroleum Expo. Tulsa. Martin C. Dwyer Inc., 400 N. Mich. Ave., Chicago, Ill. 60611

16-19. Texas Hospital Assn. Conv. & Technical Exbt. San Antonio. 6225 U.S. Hwy., 290 E. Austin, Tex. 78723

17-20. Material Handling Institute Show. Philadelphia. Shea Expositions Corp., Gateway Towers, Gateway Center, Pittsburgh, Pa. 15222

23-26. Int'l Office Expo. Houston. Maryland Rd., Willow Grove, Pa.

25-27. Middle Atlantic Hospital Assembly Show. Atlantic City. Hwy 206, Princeton, N.J. 08540

June 1971

1-3. Microwave Expo. New York. Technical Industries Expo. Inc., 34 W. Putnam Ave., Greenwich, Conn. 06830

3-5. Footwear Management Conf. & Expo. Atlantic City. 342 Madison Ave., New York, N.Y. 10017

8-10. Nat'l Industrial Equip. Expo. New York. Technical Industries Expo. Inc., 34 W. Putnam Ave., Greenwich, Conn. 06830

9-12. Nat'l Independent Meat Packers Exbn. Conv. & Suppliers Expo. Chicago. 740-11th St., NW., Washington, D.C. 20001

20-24. Nat'l Plumbing & Heating Expo. Boston. 1016 20th St., NW., Washington, D.C. 20036

20-25. Confectionery Ind. Expo. Chicago. 36 S. Wabash, Chicago, Ill. 60603

21-24. Nat'l Assoc. of Retail Grocers Conv. & Exbt. Philadelphia. 360 N. Michigan Ave., Chicago, Ill. 60601

July 1971

12-15. Southern Furniture Market Show. High Point. P.O. Box 828, High Point, N.C. 27261

12-16. Nat'l Housewares Exbt. Chicago. 1130 Merchandise Mart, Chicago, Ill. 60654

18-21. Southern Jewelry Show. Atlanta. 631 Candler Bldg., Atlanta, Ga. 30303

25-28. New Orleans Gift, Jewelry, Decorative Show. New Orleans, Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

25-31. California Gift Show. Los Angeles. Trade Shows Ltd., 3510 Council St., Los Angeles, Cal. 90004

28-30. U.S. Int'l Aerospace Expo./Milwaukee. 128th Wis. Air Nat'l Guard Bldg., 4840 S. Howell Ave., Milwaukee, Wis. 53207

August 1971

12-21. Kentucky State Fair. Louisville. P.O. Box 21179, Louisville, Ky. 40217

18-21. Specialty Advertising Assn. Show. Miami Beach. 740 N. Rush St., Chicago, Ill. 60611

23-26. American Hospital Show. Chicago. 840 N. Lake Shore Drive, Chicago, Ill. 60611

24-27. Western Electronic Show & Conv. San Francisco. 3600 Wilshire Blvd., Los Angeles, Cal. 90005

27-Sept. 6. Indiana State Fair. Indianapolis. State Fair Grounds, Indianapolis Ind. 46205

28-Sept. 1. Nat'l Shoe Fair of America. New York. The New Yorker, 34th & 8th Ave., New York, N.Y. 10001

31-Sept. 6. New York State Fair. Syracuse. New York State Government Dept. of Agriculture & Markets, Albany, New York 12225

September 1971

10-19. Eastern State Expo. W. Springfield, 1305 Memorial Ave., P.O. Box 191, W. Springfield, Mass. 01089

11-15. Nat'l Tire Dealers & Retreaders Assn. Show. Cincinnati. 1343 L St., NW., Washington, D.C. 20005

12-16. Public Works Cong. & Equip. Show. Philadelphia. 1313 E. 60th St., Chicago, Ill. 60637

22-26. Direct Mail Advertising Assn. Show. San Francisco. 230 Park Ave., New York, N.Y. 10013

24-Oct. 3. Oklahoma State Fair. Oklahoma City. P.O. Box 5026, Oklahoma City, Okla. 73101

October 1971

4-6. Nat'l Electronics Conf. & Exbn. Chicago. 1211 W. 22nd St., Chicago, Ill. 60521

4-7. Instrument-Automation Conf. & Exbn. Chicago. Instrument Society of America, Penn Sheraton Hotel, 530 Wm. Penn Place, Pittsburgh, Pa. 15219

10-13. American Meat Institute Conv. & Exbn. Chicago. 59 E. Van Buren St., Chicago, Ill. 60605

11-14. Nat'l Hardware Show. New York. Chas. Snitow Org., Inc., 331 Madison Ave., New York, N.Y. 10017

12-14. Mountain States Industrial & Business Exbt. & Conf. Denver. Industrial Expositions, Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

16-19. Nat'l Automatic Merchandising Show. Chicago. 7 S. Dearborn St., Chicago, Ill. 60603

17-20. Produce Packaging Expo. Chicago. Box 674, Newark, Del. 19711

17-20. Southwestern Men's and Boys' Pre Spring & Holiday Market. Dallas. Dallas Market Center, 2100 Stemmons Freeway, Dallas, Tex. 75207

17-21. Atom Fair. Miami Beach. Nat'l Expositions Co., Inc., 14 W. 40th St., New York, N.Y. 10018

18-20. Materials Engineering Expo. & Cong. Detroit. Metals Park, Ohio 44073

22-24. Nat'l Sporting Goods Assn. Show. Anaheim. 717 N. Mich. Ave., Chicago, Ill. 60611

22-29. Southern Furniture Market Show. High Point. P.O. Box 828, High Point, N.C. 27261

24-28. Nat'l Outerwear & Sportswear Show. New York. 347 Fifth Ave., New York, N.Y. 10016

26-29. Int'l Brewing Industries Expo. Cincinnati. 22 W. Monroe St., Chicago, Ill. 60602

29-31. New Orleans Int'l Marine Trades Expo. New Orleans. G&M Productions, 1136 ITM Bldg., No. 2 Canal St., New Orleans, La. 70130

November 1971

1-5. National Plastics Expo. Chicago. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

3-5. Northeast Electronics Research & Engineering Meeting & Show. Boston. NEREM Exhibits, Box 324, Waltham, Mass. 02154

8-11. Nat'l Hotel & Motor Hotel Expo. New York. 141 W. 51st St., New York, N.Y. 10019

14-18. Int'l Assn. of Clothing Designers Show. Boston. 12 S. 12th St., Philadelphia, Pa. 19107

15-18. Packaging/Converting Machinery Show. Atlantic City. 2000 K St., NW., Washington, D.C. 20006

29-Dec. 3. Expo. of Chemical Industries. New York. Int'l Expositions Co. Inc., Pan Am. Bldg., 200 Park Ave., New York, N.Y. 10017

December 1971

27-30. Expo. of Science & Industry. Philadelphia. 1515 Mass. Ave., NW., Washington, D.C. 20005

January 1972

16-19. Canners Show. Nat'l Expo. for Food Processors. Miami Beach. 7758 Wis. Ave., NW., Washington, D.C. 20014

17-20. Southern Furniture Market Show. High Point. P.O. Box 828, High Point, N.C. 27261

March 1972

3-9. Associated General Contractors of America Conv./Exbt. Houston. AGC 1957 E St., NW., Washington, D.C. 20006

22-26. Int'l Sports, Camping, Vacation Show. New Orleans. Double "C" Productions, 201 E. Rische St., San Antonio, Tex. 78234

26-30. Int'l Gas Turbine Conf. & Products Show. San Francisco. P.O. Box 188, Ho-Ho-Kus, N.J. 07423

April 1972

10-13. Material Handling Institute Show. Chicago. Shea Expositions Corp., Gateway Towers, Gateway Center, Pittsburgh, Pa. 15222

21-28. Southern Furniture Market Show. High Point. P.O. Box 828, High Point, N.C. 27261

June 1972

8-10. Footwear Management Conf. & Expo. Atlantic City. 342 Madison Ave., New York, N.Y. 10017

July 1972

10-13. Southern Furniture Market Show. High Point. P.O. Box 828, High Point, N.C. 27261

30-Aug. 2. New Orleans Gift, Jewelry, Decorative Show. New Orleans. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

September 1972

22-Oct. 1. Oklahoma State Fair. Oklahoma City. P.O. Box 5026, Oklahoma City, Okla. 73101

October 1972

1-5. Food & Dairy Processing Expo. Atlantic City. 1145 19th St., NW., Washington, D.C. 20036

20-27. Southern Furniture Market Show. High Point. P.O. Box 828, High Point, N.C. 27261

November 1972

3-5. New Orleans Int'l Marine Trades Expo. New Orleans. G & M Productions, 1136 ITM Bldg., No. 2 Canal St., New Orleans, La. 70130

March 1973

9-15. Associated General Contractors of America Conv./Exbt. San Francisco. AGC, 1957 E. St., NW., Washington, D.C. 20006

27-Apr. 3. Int'l Sports, Camping, Vacation Show. New Orleans. Double "C" Productions, 201 E. Rische St., San Antonio, Tex. 78234

May 1973

14-17. Material Handling Institute Show. Cleveland. Shea Expositions Corp. Gateway Towers, Gateway Center, Pittsburgh, Pa. 15222

August 1973

5-8. New Orleans Gift, Jewelry, Decorative Show. New Orleans. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

September 1973

21-30. Oklahoma State Fair. Oklahoma City. P.O. Box 5026, Oklahoma City, Okla. 73101

October 1973

19-21. New Orleans Int'l Marine Trades Expo. New Orleans. G & M Productions, 1136 ITM Bldg., No. 2 Canal St., New Orleans, La. 70130

29-Nov. 2. American Textile Machinery Expo. Int'l 1973. Greenville, S.C. American Textile Machinery Assn., 1730 M St., NW., Washington, D.C. 20036

Uruguay

Montevideo

Feb.-Mar. 1971. Industrial Fair. Hotel Victoria Plaza, Plaza Independencia 759.

Venezuela

Caracas

Aug. 21-27. 1st Leather Expo of Caracas.

Nov. 27-Dec. 6. EXFILCA-70—2nd Int'l Philatelic Expo. & Assembly of Philatelic Advisers & Coordinators.

Feb.-Mar. 1971. Electronic Data Processing Exbn. & Cong.

- *Mar. 1971.* U.S. Solo Exbn. Agribusiness, Food Processing, Packaging.

April-May 1971. Venezuela Telecommunications Exbn.

Yugoslavia

Belgrade

Oct. 23-29. Int'l Book Fair. Belgrade Fair, Bul. Vojvode Misica 14, P.O. Box 408.

Oct. 24-Nov. 1. "Fashion in the World" Int'l Clothing Fair. Beograd Bulevar Vojvode Misica 14, P.O.B. 408.

Ljubljana

Sept. 18-23. Blossom & Fruit Exbn., Gospodarsko Razstavisce, Titova St., c.50.

Oct. 6-11. Int'l Electronic Exbn. Gospodarsko Razstavisce, Titova St., c.50.

January 1971. Ready-Made Dresses, Fabics, Leather Footwear & Footwear Goods.

April 1971. Int'l Welding Exbn.

May 1971. Int'l Fair of Border Commerce. Annual.

May 1971. Int'l Clothing Industries Fair. Annual.

June 1971. Int'l Timber Fair. Annual.

August 1971. Int'l Wines, Spirits, Fruit, Juices & Equip. Fair. Annual.

Novi Sad

Sept. 26-Oct. 4. Fair of Fruit, Vegetables & Processed Products.

May 1971. Int'l Agric. Fair. Annual.

Sept.-Oct. 1971. Fair for Fruit, Vegetables & Processed Products Exbn.

Skopje

Oct. 3-11. Int'l Tobacco & Tobacco Machinery Fair. Direckcija na Skopskiot Saen, P.O.B. 356 Zagrebacka St.

Zagreb

Sept. 10-20. Int'l Autumn Fair.

Oct. 19-25. Int'l Press & Paper Fair. Exbn. Consultants Ltd., 11 Manchester Sq., London, W.1.

Nov. 16-22. INTERBIRO—Int'l Office Machinery & Equip. Exbn. Zagreb Fair Grounds.

Dec. 16-29. Zagreb New Year Fair. Zagreb Fair Grounds.

Apr. 19-25, 1971. Int'l Spring Trade Fair. Zagreb Fair Grounds. Annual.

May 11-16, 1971. Int'l Leather & Rubber & Footwear Week.

June 21-27, 1971. Int'l Exbn. of Heating, Cooling & Air Conditioning Equip.

June 21-27, 1971. Public Works Fair.

Sept. 9-19, 1971. Zagreb Fall Fair. Annual.

Nov. 22-27, 1971. Int'l Machine Tool Exbn.

Zambia

Kitwe

May-June 1971. Copperbelt Agricultural Show.

Lusaka

August 1971. Zambia Agricultural Show. General. Produce, Agricultural Machinery, Implements, Motor Vehicles, etc. P.O. Box 333.

Ndola

July 1971. Zambia Trade Fair. Commerce, Industry, Mines, Consumer Goods, and Related Items.

XUM

WELCOMING VISITORS to London's Olympia Hall for the May '70 IEA international fair was the official show emblem. More than 950 firms from 29 nations took part, attracting more than 4,200 buyers.

A Cross-Reference Listing of Specialty Fairs

The following list repeats some of the fairs included in the foregoing schedule. These are events which have one distinctive major product line for display. Readers will find additional details by referring to the main list, which gives the international fairs by country and city and the domestic fairs by date.

Advertising

Chicago, ILLINOIS—Aug .19-22; Mar. 2-6, 1971; Miami Beach, FLORIDA—Oct. 15-22; Aug. 18-21, 1971; New York, NEW YORK—Oct. 27-29.

Agricultural, Forestry, Dairy & Related Machinery

Palermo, ARGENTINA; Brisbane, Sydney, Wayville, AUSTRALIA; Klagenfurt, AUSTRIA; Brussels, BELGIUM; Santa Cruz, BOLIVIA; Montreal, Toronto, CANADA; Santiago, CHILE; Copenhagen, DENMARK; Paris, FRANCE; Nuremberg, Stuttgart, GERMANY; HONG KONG; Bombay, INDIA; Dublin, IRELAND; Bologna, Verona, ITALY; Kingston, JAMAICA; Osaka Toyko, JAPAN; Nairobi, KENYA; Lourenco Marques, MOZAMBIQUE; Rotterdam, Utrecht, NETHERLANDS; Managua, NICARAGUA; Madrid, Zaragaza, SPAIN; Malmo, SWEDEN; St. Gall, SWITZERLAND; Moscow, USSR; London, UNITED KINGDOM; Atlantic City, NEW JERSEY—Oct. 1-5, 1972; Houston, TEXAS—Nov. 1-5; Lewiston, MAINE—Jan. 19-21, 1971; Tucson, ARIZONA—Aug. 23-30; Ljubljana, Novi Sad, YUGOSLAVIA; Kitwe, Luska, ZAMBIA.

Audio-Visual

Montreal, CANADA; Nantes, Paris, FRANCE; Milan, ITALY; Tokyo, JAPAN; Johannesburg, SOUTH AFRICA; London, UNITED KINGDOM.

Automation, Instrumentation

Melbourne, Sydney, AUSTRALIA; Brussels, BELGIUM; Copenhagen, DENMARK; Duesseldorf, Stuttgart, GERMANY; Milan, ITALY; Osaka, Tokyo, JAPAN; Johannesburg, SOUTH AFRICA; Stockholm, SWEDEN; Cardiff, Nottingham, UNITED KINGDOM; Chicago, ILLINOIS—Nov. 7-10; Oct. 4-7, 1971; Oct. 16-19, 1971; Philadelphia, PENNSYLVANIA—Oct. 26-29.

Automotive, Motorcycle, Cycle

Brussels, BELGIUM; Montreal, Toronto, CANADA; Paris, FRANCE; Cologne, Frankfurt, GERMANY; Milan, Turin, ITALY; Osaka, Tokyo, JAPAN; Amsterdam, NETHERLANDS; Johannesburg, SOUTH AFRICA; Barcelona, SPAIN; Malmo, SWEDEN; Geneva, Zurich, SWITZERLAND; Moscow, USSR; London, UNITED KINGDOM; Anaheim, CALIFORNIA—Mar. 31-Apr. 2, 1971; Atlantic City, NEW JERSEY—Sept. 19-23; Chicago, ILLINOIS—Feb. 20-26; 1971; Mar. 10-12, 1971; Cincinnati, OHIO—Sept. 11-15, 1971; Detroit, MICHIGAN—Jan. 11-15, 1971; New York, NEW YORK—Apr. 3-11, 1971; Portland, OREGON—Apr. 1-3, 1971; San Francisco, CALIFORNIA—Oct. 18-22; Jan. 16-20, 1971.

Aviation

Billund, DENMARK; Cannes, Paris, Toussus le Noble, FRANCE; Turin, ITALY; Nagaya, JAPAN; Lausanne, SWITZERLAND; Moscow, USSR; Farnborough, UNITED KINGDOM; Milwaukee, WISCONSIN—July 28-30, 1971.

Beverages

Paris, FRANCE; Munich, GERMANY; Dublin, IRELAND; Milan, ITALY, Kishinev, USSR; Cincinnati, OHIO—Oct. 26-29, 1971; Ljubljana, YUGOSALVIA.

Boats, Boating, Maritime

Toronto, CANADA; Helsinki, Turku, FINLAND; Paris, FRANCE; Berlin, Essen, Friedrichshafen, Hamburg, GERMANY; Athens, GREECE; Bologna, ITALY; Tokyo, JAPAN; Amsterdam, NETHERLANDS; Auckland, NEW ZEALAND; Bergen, Oslo, NORWAY; Barcelona, SPAIN, Goteborg, Malmo, SWEDEN; Lucerne, SWITZERLAND; London, UNITED KINGDOM; Cleveland, OHIO—Jan. 15-24, 1971; New Orleans, LOUISIANA—Nov. 6-8; Oct. 29-31, 1971; Nov. 3-5, 1972; Oct. 19-21, 1973; New York, NEW YORK—Sept. 28-Oct. 1; Jan. 20-31, 1971; Tulsa, OKLAHOMA—Jan. 6-10, 1971; Wichita, KANSAS—Feb. 17-21, 1971.

Building & Construction

Adelaide, Melbourne, AUSTRALIA; Brussels, Charleroi, BELGIUM; Toronto, Vancouver, CANADA; Copenhagen, DENMARK; Helsinki, FINLAND; Paris, FRANCE; Dortmund, Essen, Frankfurt, Hanover, Munich, GERMANY; Bologna, Milan, Verona, ITALY; Tokyo, JAPAN; Valkenburg, Utrecht, NETHERLANDS; Oslo, NORWAY; Oporto, PORTUGAL; Johannesburg, SOUTH AFRICA; Goteborg, Halsingborg, SWEDEN; Basel,

SWITZERLAND; Moscow, USSR; Harrogate, Manchester, UNITED KINGDOM; Dallas, TEXAS—Sept. 26-Oct. 1; Houston, TEXAS—Jan. 17-21, 1971; Mar. 3-9, 1972; Louisville, KENTUCKY—Nov. 3-6; Philadelphia, PENNSYLVANIA—Sept. 12-16, 1971; San Diego, CALIFORNIA—Mar. 5-11, 1971; San Francisco, CALIFORNIA—Mar. 9-15, 1973.

Clothing, Textiles & Machinery

Melbourne, AUSTRALIA; Vienna, AUSTRIA; Brussels, Ghent, BELGIUM; Toronto, CANADA; Copenhagen, DENMARK; Cairo, EGYPT; Paris, FRANCE; Berlin, Cologne, Duesseldorf, Frankfurt, Hamburg, Munich, GERMANY; Milan, Naples, Turin, ITALY; Amsterdam, Utrecht, NETHERLANDS; Johannesburg, SOUTH AFRICA; Elda, SPAIN; Harrogate, London, UNITED KINGDOM; Belgrade, Ljubljana, YUGOSLAVIA; Anaheim, CALIFORNIA—Oct. 22-24, 1971; Atlantic City, NEW JERSEY—May 3-7, 1971; Boston, MASSACHUSETTS—Nov. 14-18, 1971; Cincinnati, OHIO—Nov. 14-18; Dallas, TEXAS—Oct. 18-21, 1970; Apr. 18-21, 1971; Oct. 17-20, 1971; Greenville, SOUTH CAROLINA—Oct. 19-23; Oct. 29-Nov. 2, 1973; New York, NEW YORK—Oct. 25-28, 1970; Oct. 24-28, 1971.

Education & Training

Sydney, AUSTRALIA; Brussels, BELGIUM; Montreal, Toronto, CANADA; Dortmund, Hanover, Munich, GERMANY; Dublin, IRELAND; Bloemfontein, Cape Town, SOUTH AFRICA; London, UNITED KINGDOM.

Electrical, Electronics

Buenos Aires, ARGENTINA; Brisbane, Melbourne, AUSTRALIA; Brussels, BELGIUM; Sao Paulo, BRAZIL; Montreal, Toronto, CANADA; Copenhagen, DENMARK; Helsinki, FINLAND; Bordeaux, Lyon, Paris, FRANCE; Berlin, Munich, GERMANY; Milan, Rome, ITALY; Tokyo, JAPAN; Nairobi, KENYA; Mexico City, MEXICO; Amsterdam, NETHERLANDS; Lima, PERU; Johannesburg, SOUTH AFRICA; Basel, Montreux, Zurich, SWITZERLAND; Brighton, Manchester, Southampton, UNITED KINGDOM; Anaheim, CALIFORNIA—Feb. 9-11, 1971; Boston, MASSACHUSETTS—Nov. 4-6; Nov. 3-5, 1971; Chicago, ILLINOIS—Dec. 5-7; Oct. 4-6, 1971; Los Angeles, CALIFORNIA—Aug. 25-28; New York, NEW YORK—Mar. 22-25, 1971; June 1-3, 1971; San Francisco, CALIFORNIA — Aug. 24-27, 1971; St. Louis, MISSOURI—Apr. 13-15, 1971; Washington, D.C.—Nov. 15-19; Ljubljana, YUGOSLAVIA.

Engineering

Melbourne, Sydney, AUSTRALIA; Brussels, BELGIUM; Montreal, Toronto, CANADA; Nancy, FRANCE; Munich, Wiesbaden, GERMANY; Padua, ITALY; Osaka, Tokyo, JAPAN; Kuala Lumpur, MALAYSIA; Moscow, USSR; Glasgow, London, UNITED KINGDOM; Anaheim, CALIFORNIA—Dec. 1-3; Chicago, ILLINOIS—Sept. 22-Oct. 2; Cleveland, OHIO—Oct. 19-22; Mar. 15-18, 1971; Detroit, MICHIGAN—Oct. 18-20, 1971; Philadelphia, PENNSYLVANIA—Apr. 26-30, 1971.

Environment & Pollution

Bordeaux, Paris, FRANCE; Duesseldorf, GERMANY; Genoa, ITALY; Tokyo, JAPAN; Amsterdam, Hilversum, NETHERLANDS; Johannesburg, SOUTH AFRICA; Jonkoping, Malmo, SWEDEN; Basel, SWITZERLAND; Blackpool, London, Southport, UNITED KINGDOM.

Food Products & Equipment

Melbourne, AUSTRALIA; Vienna, AUSTRIA; Brussels, BELGIUM; Toronto, CANADA; Copenhagen, DENMARK; Helsinki, FINLAND; Dijon, Paris, FRANCE; Cologne, Duesseldorf, Frankfurt, Hamburg, Munich, GERMANY; Dublin, IRELAND; Bologna, Parma, ITALY; Osaka, JAPAN; Utrecht, NETHERLANDS; Lima, PERU; Barcelona, Murcia, SPAIN; London, Manchester, UNITED KINGDOM; Atlantic City, NEW JERSEY—Oct. 1-5, 1972; Chicago, ILLINOIS—Oct. 18-21; Jan. 24-27, 1971; June 9-12, 1971; June 20-25, 1971; Oct. 10-13, 1971; Houston, TEXAS—Nov. 1-5; May 2-5, 1971; Miami Beach, FLORIDA—Jan. 16-19, 1972; New York, NEW YORK—Aug. 30-Sept. 2; Philadelphia, PENNSYLVANIA—June 21-24, 1971; Ljubljana, Novi Sad, YUGOSLAVIA.

Gifts, Jewelry, Novelties

Brussels, BELGIUM; Rangoon, BURMA; Montreal, Toronto, CANADA; Paris, FRANCE; Wiesbaden, GERMANY; Milan, Naples, Vicenza, ITALY; Blackpool, Brighton, UNITED KINGDOM; Atlanta, GEORGIA—Jan. 17-20, 1971; July 18-21, 1971; Dallas, TEXAS—Sept. 6-10; Denver, COLORADO—Aug. 30-Sept. 2; Detroit, MICHIGAN—Aug. 16-19; Los Angeles, CALIFORNIA — Jan. 24-30, 1971; July 25-31, 1971; Memphis, TENNESSEE—Aug. 2-5; Feb. 7-9, 1971; New Orleans, LOUISIANA—July 25-28, 1971; July 30-Aug. 2, 1972; Aug. 5-8, 1973; New York, NEW YORK—Aug. 16-21; Philadelphia, PENNSYLVANIA — Sept. 20-25.

Hardware

Brussels, BELGIUM; Toronto, CANADA; Lyon, FRANCE; Berlin, GERMANY; Basle, Switzerland; London, UNITED KINGDOM; Atlantic City, NEW JERSEY—Oct. 18-21; Boston, MASSACHUSETTS—Feb. 20-22, 1971; New York, NEW YORK—Oct. 12-15; Oct. 11-14, 1971.

Heating, Plumbing, Air Conditioning

Melbourne, AUSTRALIA; Brussels, BELGIUM; Prague, CZECHOSLOVAKIA; Helsinki, FINLAND; Paris, FRANCE; Frankfurt, Stuttgart, GERMANY; Milan, ITALY; Tokyo, JAPAN; Hilversum, NETHERLANDS; Johannesburg, SOUTH AFRICA; Manchester, UNITED KINGDOM; Boston, MASSACHUSETTS—June 20-24, 1971; Philadelphia, PENNSYLVANIA—Jan. 25-28, 1971; Zagreb, YUGOSLAVIA.

Hobbies

Vienna, AUSTRIA; Brussels, Charleroi, BELGIUM; Montreal, Toronto, CANADA; Copenhagen, Herning, DENMARK; Paris, FRANCE; Berlin, Cologne, Frankfurt, Munich, GERMANY; Bologna, Riccione, ITALY; Dublin, IRELAND; Tokyo, JAPAN; Valkenburg, NETHERLANDS; Warsaw, POLAND; Malmo, SWEDEN; London, Manchester, UNITED KINGDOM; Chicago, ILLINOIS—Jan. 29-Feb. 4, 1971; New York, NEW YORK—Mar. 19-21, 1971.

Home Furnishings, Small Appliances

Adelaide, Melbourne, AUSTRALIA; Vienna, AUSTRIA; Brussels, Charleroi, BELGIUM; Sao Paulo, BRAZIL; Montreal, Vancouver, CANADA; Helsinki, FINLAND; Lyon, Paris, FRANCE; Berlin, Cologne, Frankfurt, GERMANY; Bari, Milan, Naples, ITALY; Tokyo, JAPAN; Beirut, LEBANON; Rotterdam, Utrecht, NETHERLANDS; Oslo, NORWAY; Johannesburg, SOUTH AFRICA; Valencia, SPAIN; Goteborg, Malmo, SWEDEN; Geneva, SWITZERLAND; Birmingham, Bristol, Glasgow, Harrogate, Leeds, London, UNITED KINGDOM; Boston, MASSACHUSETTS—Feb. 20-22, 1971; Chicago, ILLINOIS—Mar. 6-9, 1971; July 12-16, 1971; High Point, NORTH CAROLINA— Oct. 23-30; Jan. 18-21, 1971; Apr. 23-30, 1971; July 12-15, 1971; Oct. 22-29, 1971; Jan. 17-20, 1972; Apr. 21-28, 1972; July 10-13, 1972; Oct. 20-27, 1972; New York, NEW YORK—Nov. 9-13; Belgrade, YUGOSLAVIA.

Hotel, Restaurant, Catering

Innsbruck, Wels, AUSTRIA; Brussels, BELGIUM; Paris, FRANCE; Berlin, Cologne, Dortmund, Frankfurt, Munich, Stuttgart, GERMANY; Genoa, Milan, Naples, ITALY; Amsterdam, NETHERLANDS; Johannesburg, SOUTH AFRICA; Barcelona, SPAIN; Goteborg, Malmo, Stockholm, SWEDEN;

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Basel, SWITZERLAND; Moscow, USSR; New York, NEW YORK—Nov. 9-12; Nov. 8-11, 1971.

Industrial

Luanda, ANGOLA; Buenos Aires, ARGENTINA; Brisbane, AUSTRALIA; Sao Paulo, BRAZIL; Toronto, CANADA; Santiago, CHILE; Paris, FRANCE; Berlin, Munich, GERMANY; Guatemala City, GUATEMALA; Dublin, IRELAND; Osaka, Tokyo, JAPAN; Christchurch, NEW ZEALAND; Basel, SWITZERLAND; Denver, COLORADO—Oct. 13-15; Oct. 12-14, 1971; New York, NEW YORK—June 8-10, 1971.

Laundry & Dry Cleaning

Toronto, CANADA; London, UNITED KINGDOM.

Leather & Leather Goods

Montreal, CANADA; Brussels, BELGIUM; Sao Paulo, Rio de Janeiro, BRAZIL; Paris, FRANCE; Offenbach, GERMANY; Bologna, Florence, Milan, ITALY; Tokyo, JAPAN; Rotterdam, NETHERLANDS; Elda, SPAIN; Zurich, SWITZERLAND; London, UNITED KINGDOM; Atlantic City, NEW JERSEY—June 3-5, 1971; June 8-10, 1972; New York, NEW YORK—Nov. 8-10; Aug. 28-Sept. 1, 1971; Zagreb, YUGOSLAVIA.

Machinery, Machine Tools

Sydney, AUSTRALIA; Toronto, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Hanover, GERMANY; Athens, GREECE; Genoa, Padua, ITALY; Nagoya, Osaka, Tokyo, JAPAN; Christchurch, NEW ZEALAND; Oslo, NORWAY; Johannesburg, SOUTH AFRICA; Bilbao, SPAIN; Goteborg, Halsingborg, SWEDEN; Basel, Zurich, SWITZERLAND; Moscow, USSR; London, Stoke-on-Trent, UNITED KINGDOM; Atlantic City, NEW JERSEY—May 3-7, 1971; Nov. 15-18, 1971; Boston, MASSACHUSETTS—Oct. 6-8; Chicago, ILLINOIS—Sept. 21-Oct. 2; Dallas, TEXAS—Nov. 17-19; Greenville, SOUTH CAROLINA—Oct. 19-23; Oct. 29-Nov. 2, 1973; Houston, TEXAS—Mar. 28-Apr. 1, 1971; Louisville, KENTUCKY—Sept. 12-16; San Francisco, CALIFORNIA—Mar. 26-30, 1972; Skopje, Zagreb, YUGOSLAVIA.

Medical, Chemical, Pharmaceutical

Melbourne, Sydney, AUSTRALIA; Vienna, AUSTRIA; Brussels, BELGIUM; Calgary, Toronto, CANADA; Prague, CZECHOSLOVAKIA; Copenhagen, DENMARK; Paris, FRANCE; Berlin, Cologne, Frankfurt, Munich, Wiesbaden, GERMANY; Genoa, Milan, ITALY; Tokyo, JAPAN; Mexico City, MEXICO; Amsterdam, NETHERLANDS; Bucharest, ROMANIA; Johannesburg, SOUTH AFRICA; Barcelona, Bilbao, SPAIN; Goteborg, SWEDEN; Basel, SWITZERLAND; Moscow, USSR; Edinburgh, London, Manchester, UNITED KINGDOM; Atlantic City, NEW JERSEY—May 25-27, 1971; Chicago, ILLINOIS—Sept. 15-18; Aug 23-26, 1971; Houston, TEXAS—Sept. 14-17; New York, NEW YORK—Nov. 29-Dec. 3, 1971; San Antonio, TEXAS—May 16-19, 1971.

Metals & Tools

Toronto, CANADA; Tokyo, JAPAN; Boston, MASSACHUSETTS—Oct. 6-8; Cleveland, OHIO—Sept. 28-Oct. 1; Nov. 16-19; Dallas, TEXAS—Nov. 17-19; Los Angeles, CALIFORNIA—Mar. 15-19, 1971; San Francisco, CALIFORNIA—Dec. 8-10.

Minerals & Mining

Melbourne, AUSTRALIA; Calgary, Montreal, CANADA; Amsterdam, NETHERLANDS; Johannesburg, SOUTH AFRICA; London, UNITED KINGDOM; Tulsa, OKLAHOMA—May 15-23, 1971.

Office Machines & Equipment

Copenhagen, DENMARK; Helsinki, FINLAND; Paris, FRANCE; Berlin, Cologne, Frankfurt, Munich, Stuttgart, GERMANY; Milan, ITALY; Tokyo, JAPAN; Amsterdam, NETHERLANDS; Oslo, NORWAY; Madrid, SPAIN; Halsingborg, Malmo, SWEDEN; Zurich, SWITZERLAND; Moscow, USSR; Dallas, TEXAS—Mar. 3-6, 1971; Houston, TEXAS—May 23-26, 1971; Zagreb, YUGOSLAVIA.

Packaging, Printing, Materials Handling

Melbourne, Sydney, AUSTRALIA; Brussels, BELGIUM; Sao Paulo, BRAZIL; Toronto, CANADA; Paris, FRANCE; Duesseldorf, Munich, GERMANY; Dublin, IRELAND; Genoa, Milan, Padova, ITALY; Osaka, Tokyo, JAPAN; Utrecht, NETHERLANDS; Barcelona, Bilbao, SPAIN; Goteborg, Stockholm, SWEDEN; Basel, Zurich, SWITZERLAND; Glasgow, Leeds, London, Manchester, UNITED KINGDOM; Anaheim, CALIFORNIA—Feb. 9-11, 1971; Atlanta, GEORGIA—Oct. 18-21; Atlantic City, NEW JERSEY—Nov. 15-18, 1971; Chicago, ILLINOIS—Oct. 28-31; May 3-6, 1971; Oct. 17-20, 1971; Apr. 10-13, 1972; Cleveland, OHIO—May 14-17, 1973; Detroit, MICHIGAN—Oct. 20-22; New York, NEW YORK—Sept. 28-Oct. 1; Philadelphia, PENNSYLVANIA—May 17-20, 1971; Zagreb, YUGOSLAVIA.

Paint & Wallpaper

Brussels, Belgium.

Paper

Brussels, BELGIUM; Montreal, CANADA; Duesseldorf, GERMANY; New York, NEW YORK, Feb. 22-24, 1971; Zagreb, YUGOSLAVIA.

Photography

Sydney, AUSTRALIA; Paris, FRANCE; Cologne, GERMANY; Naples, ITALY; Brighton, London, UNITED KINGDOM; New York, NEW YORK—Nov. 25-29.

Plastics

Brussels, BELGIUM; Toronto, CANADA; Copenhagen, DENMARK; Duesseldorf, GERMANY; Tokyo, JAPAN; Utrecht, NETHERLANDS; Johannesburg, SOUTH AFRICA; Brighton, Glasgow, UNITED KINGDOM; Chicago, ILLINOIS—Nov. 1-5, 1971.

Science

Brussels, BELGIUM; Helsinki, FINLAND; Bordeaux, FRANCE; Hanover, GERMANY; Turin, ITALY; Hague, NETHERLANDS; Stockholm, SWEDEN; Zurich, SWITZERLAND; Brighton, Eastbourne, London, UNITED KINGDOM; Philadelphia, PENNSYLVANIA—Dec. 27-30, 1971; Chicago, ILLINOIS—Dec. 27-30; Los Angeles, CALIFORNIA—Jan. 12-14, 1971; Miami Beach, FLORIDA—Oct. 17-21, 1971; New York, NEW YORK—June 1-3, 1971; Philadelphia, PENNSYLVANIA—Dec. 27-30, 1971; Washington, D.C.—Nov. 15-19.

Sports, Sporting Goods, Recreation

Vienna, AUSTRIA; Brussels, Charleroi, BELGIUM; Montreal, CANADA; Copenhagen, DENMARK; Helsinki, FINLAND; Paris, Grenoble, FRANCE; Cologne, Essen, Karlsruhe, Munich, Stuttgart, GERMANY; Milan, Turin, ITALY; Tokyo, JAPAN; Luxembourg, LUXEMBOURG; Amsterdam, Utrecht, NETHERLANDS; Oslo, NORWAY; Johannesburg, SOUTH AFRICA; Lausanne, SWITZERLAND; Moscow, USSR; Birmingham, Leeds, London, UNITED KINGDOM; Anaheim, CALIFORNIA—Oct. 22-24, 1971; Chicago, ILLINOIS—Jan. 31-Feb. 4, 1971; Denver, COLORADO—Sept. 10-13; Nov. 11-15; Mar. 2-7, 1971; Miami Beach, FLORIDA—Oct. 24-26; New Orleans, LOUISIANA—Apr. 13-18, 1971; Mar. 22-26, 1972; Mar. 27-Apr. 3, 1973; Philadelphia, PENNSYLVANIA—Feb. 27-Mar. 1, 1971; San Francisco, CALIFORNIA—Oct. 24-26; Tulsa, OKLAHOMA—Jan. 6-10, 1971; Wichita, KANSAS—Feb. 17-21, 1971.

Toys

Buenos Aires, ARGENTINA; Brussels, BELGIUM; Montreal, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Nuremberg, GERMANY; Naples, ITALY; Tokyo, JAPAN; Brighton, Harrogate, UNITED KINGDOM.

Graphics exhibition in Mexico projects sales of $9.1 million

South of the border, 33 American firms joined in an all-U.S. display of printing and graphic arts equipment in Mexico City May 11-15. Show sales reached $2.2 million and 12-month estimates are almost $6.9 million.

The exhibition opened with a $200,000 sale by Compugraphic Corp. of Wilmington, Mass. A manufacturer of photo-typesetters and computing systems for printing, the firm compiled a show sales total of $600,000.

Of the 10 participants seeking Mexican agents, six signed contracts prior to the show's close and the remaining four all had at least three potential representatives under negotiation.

Atec Corp., Division of Joshua Powers, Philadelphia, reported $279,000 in floor sales. Atec, representing Photon Inc., Wilmington, Mass., displayed a typesetter.

Other show participants were: Addressograph-Multigraph Corp., Cleveland; Alphatype Corp., Skokie, Ill.; American Type Founders, Nashville; Brandtjen & Kluge, Inc., St. Paul; Chemco Photoproducts Co., Glen Cove, N.Y., also represented Chesley F. Carlson Co., Minneapolis and Master Sales & Service Corp., Ambler, Pa.; Consolidated International Corp., Chicago; Dayco Corp., Dayton; Eastman Kodak Co., Rochester, N.Y.; Electronic Mech. Products Co., Atlanta.

Fairchild Graphic Equipment, Plainview, L.I.; G.A.F. Corp., New York; Fototype, Inc., Chicago; Graphic Electronics Inc., Ladd, Ill.; Kal/Graphic Inc., New Orleans; Kenro Corp., Cedar Knolls, N.J.; Logetronics Inc., Springfield, Va.; Ludlow Typograph Co., Chicago; McCain Manufacturing Corp., Chicago; Mergenthaler Linotype Co., Plainview, N.J.; Nygren-Dahly Co., Chicago; Pacific Copy Corp., El Segundo, Calif.; Pitney-Bowes International, Stamford, Conn.; Polychrome Corp., Yonkers, N.Y.; F. P. Rosback Co., Benton Harbor, Mich.; Sta-Hi Corp., Newport Beach, Calif.

Stark Laboratories, subsidiary of the Richardson Co., Melrose Park, Ill.; Star Parts Co., South Hackensack, N.J.; T-51 Sales Eastern Inc., New York; Visual Graphics Corp., New York; Web Press Engineering, Addison, Ill.; Didde-Glaser, Inc., Emporia, Kan.; Esso Mexicana S.A. de C.V., Mexico.

IMMEDIATE SALES of over $2 million were realized at the U.S. display of printing and graphic arts equipment in Mexico City, and the exhibiting firms expect this figure to exceed $9 million within twelve months.

ALL PARTICIPANTS SEEKING AGENTS at the Mexico City show either signed contracts or were negotiating with at least three potential representatives prior to the end of the show. Another had sales of $600,000.

XUM

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2052—URUGUAY—Seeks joint venture with U.S. company to make **cookies and related dry bakery products** under label of American firm. Wants U.S. investment to consist of used baking machinery, technical production guidance and recipes rather than direct financial participation. In return American company would receive a fixed percentage of the Uruguayan firm's profits. Company, which has been under same ownership for the past 16 years, is widely respected for quality products and competent management. Its goods are sold in larger supermarkets throughout the country. Expansion plans call for export of cookies and biscuits to Brazil. Julio Cesar Estevez or Carlos A. Ferreira, Manager-Owners, Estevez & Ferreira, Salto, Uruguay. WTD. P-70723

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3079—FRANCE—License to manufacture **thermo-formed plastic kitchen furniture, plastic wall covering and false ceilings.** Present products include plastic blister packaging, plastic display panels and related display equipment. Also manufactures thermo-formed polystyrene and acrylonitrile butadiene sheets. Representative of firm plans U.S. visit in early September. Jean Gaillon, Ets. Gaillon, B.P. 15, Route de Nuits, 69 St. Georges-de-Reneins, France. WTD. P-70703

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XUM

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XUM

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German, Danish, Swiss firms offer their products, processes to U.S. licensees

Presented below are several licensing offers from Swiss, Danish, and German companies who would like to have their products made in the United States.

U.S. firms interested in manufacturing any of the products offered may write the Office of International Investment, BIC-874, U.S. Department of Commerce, Washington, D.C. 20230, for the name and address of the foreign company, and for additional information on the product, referring to the applicable file number assigned each opportunity listed.

Cosmetics. These preparations are said to contain vitamins and purest raw materials and to be perfumed with only volatile oils tested for dermatological quality. The preparations are in the form of beauty cream, nourishing and cleansing creams, beauty milk, anti-wrinkle cream, and a preparation for treating acne. The cleansing cream has a lanolin enriched base suitable for tender, sensitive skin. The anti-wrinkle cream reportedly contains, in addition to vitamins A, E and F, new ingredients developed to restore elasticity to facial tissues. Switzerland. **File 1491-R**

Paper. A patented process is offered in dry-forming fibers into sheets and bats. Some of the products from this process are paper, non-wovens, cardboard, packing materials, building products, and certain types of textile-like materials. An improved fiber structure of the items is produced through three-dimensional orientation of the fibers. Denmark. **File 1905**

Paper or plastic. Sacks and sackholders for a modern refuse collection system are offered by a company willing to negotiate a capital or equipment investment in a joint venture arrangement. Denmark. **File 1906**

Plastic hollow articles. A plastics machinery manufacturer offers a newly developed, patented technique which permits the manufacture of hollow plastic articles without blowing holes in the articles. These are manufactured fully sealed, the inside pressure being regulated individually in specially designed multi-cavity molds. Up to 48 balls can be made at a time, and in one case a plate was blown with 750 individual sealed-off compartments. Licensed production has been established in 15 countries. Licensees which have had experience in injection, extrusion or blow-molding are preferable. Denmark. **File 1907**

Pulp. Danish group will design plants and supply machinery for flash drying cellulose pulp—for example, sulfite, kraft, bleached and unbleached pulp—and provide necessary training for operation of the plants. Denmark. **File 1908**

Steam generator, heating and cleaning equipment. West German company offers quick steam generator and peripheral equipment, used as follows: Steam-jet of high-pressure water cleaners for the industrial cleaning of extremely dirty equipment —in the automotive industry, for de-waxing of new cars; fresh-air heaters for drying new buildings and tanks, and for heating tents and storage rooms; Phosphatizing plants for treating large and bulky steel sheet parts prior to painting; and container and tank cleaners for complete and safe internal cleaning, disinfecting and degassing of large equipment. These units are used by breweries, dairies, fruit juice producers, the beverage industry, the chemical industry, paper and cellulose mills, oils and fats industries, mineral oil industry, and by railroads. Germany. **File 1910**

Textile Processes. New processes for dyeing and finishing synthetic velvet-like raised warp knit fabrics, cotton, and synthetic plush made on circular-loop-wheel knitting machines have been developed by a company which offers technical assistance and know-how to licensees. Switzerland. **File 1909.**

Austrian East-West trade unit now accepts foreign companies to membership

The Information Office for Foreign Trade Transactions in Vienna (Evidenzbuero fuer Aussenhandelsgschaefte) is accepting non-resident foreign firms as members. Membership had previously been restricted to Austria firms, including subsidiaries of American and other foreign firms registered under Austrian law (INTERNATIONAL COMMERCE, Aug. 19, 1968, p. 19).

The Information Office is an association established to assist commercial firms in doing business with Eastern European countries. It has been expanding its activities in providing assistance to Western exporters, by referring them to potential customers of Eastern European goods, offered in payment of their exports. The Office reportedly has handled over $25 million in transactions since it started functioning 19 months ago.

Non-resident foreign firms are required to pay an annual fee of $1,000 and are offered the same benefits as Austrian firms, except for voting rights. Initially, a limited number of firms are to be admitted. So far some 200 foreign firms have applied.

Three U.S. firms now certified eligible for adjustment support

Shoe firm and barber chair maker join N.J. piano company

Secretary of Commerce Maurice H. Stans has certified two U.S. firms, a Chicago maker of barber chairs and a Massachusetts shoe producer, as eligible to apply for adjustment assistance as provided by the Trade Expansion Act of 1962. This brings the total to three.

The Emil J. Paidar Co. had applied to the Commerce Department for Certification of eligibility following President Nixon's recent decision to authorize adjustment assistance to injured firms in the barber chair industry. The President's decision broke a tie vote by the Tariff Commission, on an industry petition for relief from imports, by accepting the findings of that group of Commissioners who found serious injury to the domestic industry. Adjustment assistance may take the form of technical, financial, and tax assistance to eligible firms.

The Benson Shoe Co., located in Lynn, Mass., is the third firm found to be injured by increased imports resulting from past trade concessions granted by the United States under the Trade Agreements Program. The Estey Piano Co. of Union, New Jersey, was the first firm so certified, and Emil J. Paidar Co., the second. All three companies are expected to submit to the Commerce Department proposals designed to contribute to their economic adjustment.

The action in the Benson shoe case resulted from the President's decision, announced June 24, authorizing the Secretary of Commerce to consider certification of the firm involved in a recent split decision by the Tariff Commission.

The Department is also considering application for certification of eligibility from firms in the piano and flat glass industries.

XUM

Bidders on two Zambian college projects must prequalify by July 31

The University of Zambia in Lusaka invites companies to submit their applications to tender for the construction, including site works associated with the building, and main services of:

● The New School of Education Stage II, with these features: gross area of 40,000 square feet, front block with lift, ground and three upper floors in reinforced concrete, single-storied structure at rear consisting of lecture theater for 300, television studio, arts, crafts, and laboratory spaces. The building is to be linked to the existing School of Education I.

● The New School of Engineering Stage II, with these features: gross area of 41,000 square feet, front block in reinforced concrete consisting of ground, first and second floors, lecture theater for 100, a single-storied laboratory area of reinforced concrete frame, steel trusses and concrete roof.

The site of construction is to be at the New University Campus on the Great East Road, Lusaka. The front buildings are to be completed by early 1972, and the remainder by mid-1972.

The main contractor will be responsible for the whole of the construction and there will be no nominated sub-contractors. Contractors will be allowed to tender for the individual buildings or the two buildings together.

Firms wishing to tender should notify Mr. I. O. Horvitch, ARIBA, Resident Architect, (Project Director), University of Zambia, P.O. Box 2379, Lusaka, Zambia, and state the following: 1) that if the contract is awarded to them they will set up an adequate organization in Lusaka to carry out the project completely in accordance with specifications, and 2) that the company is capable of undertaking the work (detailed information may be required on all aspects of the company).

The reference to use is Loan No. 645—ZA School of Education II—School of Engineering II. The deadline for registration is July 31.

Tender documents should be available by November.

Tenders are reopened for tourist complex in Greece

The Rizarios Seminary in Greece, 24 Vasilissis Sophias Street, Athens, has reopened its tender for the construction, outfitting, and concessional operation of a tourist complex on its centrally located lot (see INTERNATIONAL COMMERCE, Mar. 9, 1970 or *Commerce Business Daily*, Mar. 3, 1970).

The Seminary is now willing to accept bid proposals even if they are not based on the terms and conditions spelled out in the bid invitation of May 1969 and its amendment of January 1970. The Seminary, however, still requires bidders to make references in their bids to each one of the terms and conditions in question, being free to rewrite them to suit their bids. The deadline for submission of bids is now Aug. 12, 1970.

Instruction concerning method of drawing up proposals and all other relevant information will be made available upon request by the Secretariat of the Rizarios Ecclesiastical School, 24 Vasilissis Sophias Avenue, Tel: 712-194, on all business days from 8 a.m. to 12 noon.

Ireland issues tenders on automatic switching units

The Engineer-in-Chief, Contracts section, Irish Department of Posts and Telegraphs has issued Tender No. C/513/8/20 for the supply and installation of automatic switching equipment. Bid deadline is 4 p.m. Aug. 20, 1970. Bid should offer an Automatic switching system for installation at Walkinstown and Rathcoole Telephone Exchanges, Dublin.

Copies of tender announcement and specifications are available from the Engineer-in-Chief, Contracts Section, Department of Posts and Telegraphs, Hawkin's House, Dublin 2, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4823).

Australia announces tender for water treatment plant

The Metropolitan Water Sewerage and Drainage Board, P.O. Box A58, Sydney South, N. S. W. 2000, invites firms to register for prequalification as bidders for Contract 4523-S, the design, construction, and installation of electrical and mechanical plant for the Malabar Waste Water Treatment Works, a multi-million dollar project. Closing date of applications is Aug. 11, 1970.

One copy of a descriptive brochure, including application forms, may be seen in Room 5611 of the Construction and Building Materials Division, U.S. Department of Commerce, Washington, D.C. Inquiries on the matter should be directed to Franklin E. Williams, 202-967-3602.

Malaysia intends to buy VHF radio equipment

The Director, Telecommunications Department, Sarawak has issued a tender for the supply of VHF radio equipment. Bid deadline is Aug. 3, 1970. Bid should offer thirty-seven (37) VHF radio links, frequency range 68-88Mhz, 25 watts and 50 watts power output.

Copies of tender announcement and specifications are available from the Telecommunications Dept., Kuching Sarawak or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4823).

Bids sought for irrigation works to be built in Mexico

The Mexican Secretariat of Hydraulic Resources has announced a call for bids for construction of several Inter-American Development Bank-financed irrigation works as follows:

► Eight pumps for Tierra Blanca, municipality of Loreto, and six pumps for Buena Vista, municipality of Tepetongo, in the State of Zacatecas. This project calls for provision for and installation of equipment with a flow of 30 to 80 liters per second, water depth level at maximum operation between 40 and 70 meters, equipment powered by electricity, and work to be completed within 7 months.

► Work in the municipality of Coyuca de Benitez in the State of Guerrero. This project includes irrigation zone excavation, 63,000 cubic meters; gravel works; plain concrete relining in canals, 5,750 cubic meters; and reinforced concrete structures, 100 cubic meters. Minimum cost of the undertaking is estimated at between 3 and 4 million pesos.

► Works in the municipality of Valle de Calaya in the State of Guanajuato. The project comprises provision for and installation of pumps and equipment with a flow of 15 to 40 liters per second, water depth level at maximum operation between 50 and 70 meters, and equipment powered by electricity. The minimum cost of pumps and equipment is estimated at $120,000. Work is to be completed within 7 months.

Interested companies may contact, directly or through an agent, the Jefatura de Irrigacion y Control de Rios, Direccion de Pequena Irrigacion, Paseo de la Reforma No. 69-70, Piso, Mexico 1, D.F., to obtain detailed information about the proposed projects and registration (fee for each is 50 pesos, about $4). The last day of registration for each of the first two projects is Aug. 3; for the third, Aug. 4.

India publishes tender on power line carrier equipment

The Indian Deputy Chief Engineer (Design) Bihar State Electricity Board, has issued Tender No. 16/17 (Design), for the design, manufacture, and supply of power line carrier equipment. Bid deadline is Aug. 10, 1970. Bid should offer eighteen (18) power line carrier systems to be installed in the Bihar State Electricity Board Power System.

Copies of tender announcement and specifications are available from the Deputy Chief Engineer (Design), Bihar State Electricity Board Patna, Bihar, India ($13.35 per copy) excluding postage. One copy is available on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4823).

Bidders must prequalify for Taiwan road project

The Taiwan Area Freeway Construction Bureau of the Republic of China invites applications for prequalification from contractors who wish to submit bids for the construction of a multi-lane freeway between Sanchung and Chungli.

The highway will be approximately 30 kilometers in length and will vary in width from 4 to 8 lanes. The construction work involves approximately 8.2 million cubic meters of earthwork, 72,000 square meters of pre-stressed concrete bridges, and 200,000 tons of asphaltic concrete pavement over a bituminous-treated base.

The project will be divided into three contract sections with construction costs varying from $8 to $20 million. Contractors may, depending on the results of prequalification, submit bids for one or more of these sections. Selected contractor(s) will be required to provide equipment necessary for undertaking the construction work. The foreign exchange cost of the project will be financed by the Asian Development Bank.

Prequalification questionnaires may be obtained free of charge from: Taiwan Area Freeway Construction Bureau, 12 Chingcheng St., Taipei, Taiwan, Republic of China, or De Leuw, Cather International, Inc., 165 West Wacker Drive, Chicago, Ill. 60601. The closing date for submission of completed prequalification forms is Aug. 27. Tenders will be invited from prequalified contractors in September 1970.

Five copies of the prequalification form are available from the Construction and Building Materials Division, BDSA-645, Room 5611, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202-967-3602).

Greece seeks bids for building and operation of luxury hotel

The Greek Government is seeking bidders for the engineering, construction, outfitting, and concessional operation of: (1) a luxury hotel of 800 to 1,000 beds, and (2) an auditorium to seat 2,800. The two buildings are to be erected on a lot intended for the establishment of a "Cultural Center" in a fashionable district of Athens near the Hilton Hotel. The concessionnaire is expected to invest about $47 million toward construction and outfitting of the buildings and purchase of the realty. Title will be vested in the Greek Government, which also reserves the right to free use of the auditorium 75 days of the year. Selection of the successful proposal will be based on length of time of the contract and fee paid. Proposed fees should be expressed as percentage of gross receipts. For more details write: Housing Service, Ministry of Public Works, 4 Stadiou Street, Athens, Greece.

Bids should be accompanied by $1,166,667 bond and the deadline is Sept. 15, 1970.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

011 Field crop farms

01130 — TAIWAN — Peas, beans. Chin Maw Enterprise Co., Ltd. (importer, agent), 147 Han Kou St., Kaohsiung. WTD in preparation.

01137—LEBANON—Sesame seeds. Est. annual volume is $200,000. Societe Industrielle des Produits Pioneer Jabre S.A.L. (importer, distributor, manufacturer), P.O. Box 369, Beirut. WTD in preparation.

131 Crude petroleum and natural gas

● **13100**—IRAN—Iran Government announces the opening of four (4) new oil concession areas effective 7-1-70. Areas are: (1) Onshore in Lurestan area between Kermanshah and Shahabad; (2) two areas offshore in Iranian Petroleum District, first comprises all of present strip offshore concession except proven Nowruz and Bahrgansar fields strip now producing and narrow strip starting at three-mile line off Bushire and running SW to median line; (3) an area lying off Bushire extending east to the Hormuz Strait and West to Qeshem Island. Bids for the four (4) new oil concession areas to be open after Jan. 1, 1971. Information regarding areas open for concessions available

Petroleum and Coal Division, BDSA 673, U.S. Department of Commerce, Washington, D.C. 20230; ★(Telephone: 202-967-2355).

200 Food

● 20000—CARACAS—24,000 Meals for troop feeding. Also interested in bulk quantities of dehydrated foods for packing of troop rations. Submit offers to: Gnrl de Brigada Primitivo Jose GODOY, Director Servicio de Proveeduria, Ministry of Defence, La Plancie, Caracas, Venezuela.

202 Dairy products

20231—GERMANY—Milk, powder. Peter Jans (importer, distributor, agent), 9 Stadtgarten, Postfach 1480, 415 Krefeld. WTD 6/70.

203 Canning, preserving foods

20331—GERMANY—Canned fruits. Peter Jans (importer, distributor, agent), 9 Stadtgarten, Postfach 1480, 415 Krefeld. WTD 6/70.

20331 — GERMANY — Fruit, canned. Prices c.i.f. European ports. Terfloth & Snoek GmbH (importer, distributor), 194 Albersloher Weg, 44 Muenster. WTD 6/70.

20332—GERMANY—Canned vegetables. Peter Jans (importer, distributor, agent), 9 Stadtgarten, Postfach 1480, 415 Krefeld. WTD 6/70.

20332—GERMANY—Canned vegetables. Prices c.i.f. European ports. Terfloth & Snoek GmbH (importer, distributor), 194 Albersloher Weg, 44 Muenster. WTD 6/70.

20334—GERMANY—Canned fruit juices. Prices c.i.f. European ports. Terfloth & Snoek GmbH (importer, distributor), 194 Albersloher Weg, 44 Muenster. WTD 6/70.

20341—GERMANY—Fruit, dried, dehydrated. Prices c.i.f. European ports. Terfloth & Snoek GmbH (importer, distributor), 194 Albersloher Weg, 44 Muenster. WTD 6/70.

20341—TAIWAN—Dried seaweeds, laver. Chin Maw Enterprise Co., Ltd. (importer, agent), 147 Han Kou St., Kaohsiung. WTD in preparation.

20373 — GERMANY — Frozen poultry. Prices c.i.f. European ports. Terfloth & Snoek GmbH (importer, distributor), 194 Albersloher Weg, 44 Muenster. WTD 6/70.

204 Grain mill products

20410—LEBANON—Biscuit flour containing 7% up to 11% protein, and corn flour. Est. annual volume is $450,000. Societe Industrielle des Produits Pioneer Jabre S.A.L. (importer, distributor, manufacturer), P.O. Box 369, Beirut. WTD in preparation.

20421—SWITZERLAND—Feed supplements, concentrates suitable to be mixed with feeds based on wheat. Direct purchase and agency. Kentaur AG; Attn: Mr. Bichsel, President (manufacturer, agent), 3432 Lutzelfluh. WTD in preparation.

20422—AUSTRIA—New active agents for feeds. Direct purchase and agency. AMEA Grosshandel-Agenturen Dr. Heinrich Horatschek (importer, distributor, agent), Annagasse 3, A-1010 Vienna. WTD in preparation.

20423 — SWITZERLAND — Dried dog foods, supplements (not biscuits, etc.). Direct purchase and agency. Kentaur AG; Attn: Bichsel, President (manufacturer, agent), 3432 Lutzelfluh. WTD in preparation.

20430—AUSTRIA—Shredded wheat. Direct import. Welser Kunstmuehle F. Fritsch (distributor, manufacturer, flour mill), Maria Theresia-Str. 41, P.O. Box 145, A-4600 Wels. WTD in preparation.

207 Confectionery

20728—GERMANY—Cocoa butter. Direct purchase and agency. Peter Jans. (importer, distributor, agent), 9 Stadtgarten, Postfach 1480, 415 Krefeld. WTD 6/70.

209 Food preparations

20921—LEBANON—Refined soybean oil. Est. annual volume is $120,000. Societe Industrielle des Produits Pioneer Jabre S.A.L. (importer, distributor, manufacturer), P.O. Box 369, Beirut. WTD in preparation.

20922—GERMANY—Lecithin from soybeans. Direct purchase and agency. Peter Jans (importer, distributor, agent), 9 Stadtgarten, Postfach 1480, 415 Krefeld. WTD 6/70.

20930—LEBANON—Vegetable oils (palm kernel oil, coconut oil), fully refined, deodorized, hydrogenated, and, natural melting point. Est. annual volume is $75,000. Societe Industrielle des Produits Pioneer Jabre S.A.L. (importer, distributor, manufacturer), P.O. Box 369, Beirut. WTD in preparation.

20994 — TAIWAN — Active dry yeast. Chin Maw Enterprise Co., Ltd. (importer, agent), 147 Han Kou St., Kaohsiung. WTD in preparation.

20998—GERMANY—Cocoa powder. Direct purchase and agency. Peter Jans (importer, distributor, agent), 9 Stadtgarten, Postfach 1480, 415 Krefeld. WTD 6/70.

20999—SWITZERLAND—Health foods of all kinds; special supplements to be added to health foods. Direct purchase and agency. Kentaur AG; Attn: Mr. Bichsel, President (manufacturer, agent), 3432 Lutzelfluh. WTD in preparation.

221 Broad woven fabric mills, cotton

22117—SOUTH AFRICA—Finished cotton fabrics: plain dyed, printed, for manufacture of lounge, leisure wear lingerie. Direct purchase and agency. The Cape Underwear Manufacturers Ltd. (manufacturer), 82/84 Newmarket St., Cape Town, Cape Province. WTD 6/70.

222 Broad woven fabric mills, manmade fiber, silk

22212—BELGIUM—Upholstery, drapery fabrics. Direct purchase and/or agency. Horas S.A. (importer), 144 Ave. Louise, 1050 Brussels. WTD 6/70.

22218—SOUTH AFRICA—Finished manmade fiber, silk fabrics: plain dyed, printed, for manufacture of lounge, leisure wear lingerie. Direct purchase and agency. The Cape Underwear Manufacturers Ltd. (manufacturer), 82/84 Newmarket St., Cape Town, Cape Province. WTD 6/70.

223 Broad woven fabric mills, wool

22314—BELGIUM—Upholstery fabrics, wool, finished. Direct purchase and/or agency. Horas S.A. (importer), 144 Ave. Louise, 1050 Brussels. WTD 6/70.

225 Knitting mills, products

22533—GREECE—Knit outerwear sport products for men, women, boys, girls. Request printed material, price lists. Katrantzos Sports Inc. (importer, distributor, manufacturer), 15 Theanous St., Athens 307. WTD 6/70.

228 Yarn, thread mills, products

22814 — AUSTRIA — Polyethylene continuous yarn, undyed or dyed. Brueder Steiner, Seidenwebereien (importer, manufacturer, exporter), Westbahnstrasse 21, A-1070 Vienna. WTD 6/70.

229 Textile goods

22920—SOUTH AFRICA—Lace goods: edgings, insertions, galloons, flouncings, etc. for lingerie, leisure wear. Direct purchase and agency. The Cape Underwear Manufacturers Ltd. (manufacturer), 82/84 Newmarket St., Cape Town, Cape Province. WTD 6/70.

22940 — SPAIN — Cotton, cotton/rayon, cotton/nylon, rayon cuttings. Desires quotations c.i.f. Barcelona, and/or Valencia. Vicente Sempere (importer, manufacturer), San Miguel, 8, Baneres, Alicante. WTD 5/70.

22953—SWITZERLAND—High quality synthetic materials to be used as substitute for leather. Similar substratums to be emulsified, lacquered by STAMM AG. Stamm AG; Attn: Mr. Heller, dir. (manufacturer), 8193 Eglisau. WTD 2/70.

22981—NETHERLANDS—All kinds of products related to hard fiber cordage, twine. N.V. Lankhorst Touwfabrieken (importer), Prinsengracht 2, Sneek. WTD in preparation.

22982—NETHERLANDS—All kinds of products related to soft fiber cordage, twine. N.V. Lankhorst Touwfabrieken (importer, manufacturer), Prinsengracht 2, Sneek. WTD in preparation.

22983—NETHERLANDS—All kinds of products related to cotton cordage, twine. N.V. Lankhorst Touwfabrieken (importer), Prinsengracht 2, Sneek. WTD in preparation.

231 Men's, youths', boys' suits, coats, overcoats

23110 — NETHERLANDS — Men's and boys' suits, coats; all kinds of haberdashery, ready-made and other. Direct purchase and/or agency. Klaassens Modes (Att: A. Klaassen) (importer, retailer), 114 Breestraat, Leiden. WTD 6/70.

23113—AUSTRIA—Tailored dress and

sports coats, jackets for men; high quality, modern design. Bruehl & Soehne (importer, distributor, agent, retailer), Schmiedgasse 8-12, A-8010 Graz. WTD in preparation.

232 Men's, boys' furnishings

23214—AUSTRIA—Surplus lots of unused army shirts; high quality dress, sports shirts for men. Bruehl & Soehne (importer, distributor, agent, retailer), Schmiedgasse 8-12, A-8010 Graz. WTD in preparation.

23215—AUSTRIA—High quality nightwear for men. Bruehl & Soehne (importer, distributor, agent, retailer), Schmiedgasse 8-12, A-8010 Graz. WTD in preparation.

23221 — AUSTRIA — Luxury underwear for men. Bruehl & Soehne (importer, distributor, agent, retailer), Schmiedgasse 8-12, A-8010 Graz. WTD in preparation.

23230—AUSTRIA—Luxury neckwear for men, including ties, scarves, etc. Bruehl & Soehne (importer, distributor, agent, retailer), Schmiedgasse 8-12, A-8010 Graz. WTD in preparation.

23290—AUSTRIA—Men's, youths', boys' leisure time garments. Moden Mueller (importer, retailer, department store, mail order house), Wienerstrasse 286, A-8021 Graz. WTD in preparation.

23290—GREECE—Men's, youth's, boys' clothing sportwear. Request price lists. Katrantzos Sports, Inc. (importer, distributor, manufacturer), 15 Theanous St., Athens 307. WTD 6/70.

23291 — AFGHANISTAN — Hunting clothes; coats, vests. Catalogues with C. & F. Karachi prices with insurance up to Kabul requested. Sahibzada Trading House (importer, distributor, retailer), Mohammed Jan Khan Wat. Kabul. WTD 7/69.

23291—AUSTRIA—Surplus lots of unused army parkas. Bruehl & Soehne (importer, distributor, agent, retailer), Schmiedgasse 8-12, A-8010 Graz. WTD in preparation.

233 Women's, misses', juniors' outerwear

23312—GREECE—Women's, misses', juniors' outerwear sport. Katrantzos Sports Inc. (importer, distributor, manufacturer), 15 Theanous St., Athens 307. WTD 6/70.

23390 — AUSTRIA — Women's, misses', juniors' leisure time garments. Moden Mueller (importer, retailer, department store, mail order house), Wienerstrasse 286, A-8021 Graz. WTD in preparation.

238 Miscellaneous apparel, accessories

23840—AUSTRIA—Luxury items, including robes, dressing gowns, smoking jackets for men. Bruehl & Soehne (importer, distributor, agent, retailer), Schmiedgasse 8-12, A-8010 Graz. WTD in preparation.

23871—AUSTRIA—Men's leather belts of high quality, modern design. Bruehl & Soehne (importer, distributor, agent, retailer), Schmiedgasse 8-12, A-8010 Graz. WTD in preparation.

23890—AUSTRIA—Luxury clothing accessories for men. Bruehl & Soehne (importer, distributor, agent, retailer), Schmiedgasse 8-12, A-8010 Graz. WTD in preparation.

242 Sawmills, planing mills

24212 — GERMANY — Caroline pine, Southern yellow pine, Douglas fir. Franz Weyrich Jr. (importer, distributor), 6277 Camberg/Ts., Bahnhofstr. 19. WTD 6/70.

243 Millwork, veneer, plywood, prefabricated structural wood products

24320—GERMANY—Plywood, all kinds. Franz Weyrich Jr. (importer, distributor), 6277 Camberg/Ts., Bahnhofstr. 19. WTD 6/70.

249 Wood products

24993 — GERMANY — Fiberboard, chipboard. Franz Weyrich Jr. (importer, distributor), 6277 Camberg/Ts., Bahnhofstr. 19. WTD 6/70.

251 Household furniture

25112—BELGIUM—Furniture, wood, finishing for living room, library, deluxe quality only. Direct purchase and/or agency or licensing arrangement. Horas S.A. (importer), 144 Ave. Louise, 1050 Brussels. WTD 6/70.

25121—BELGIUM—Arm chairs, upholstered, household, deluxe quality. Direct purchase and/or agency or licensing arrangement. Horas S.A. (importer), 144 Ave. Louise, 1050 Brussels. WTD 6/70.

25144—BELGIUM—Arm chairs, upholstered metal, household; deluxe quality. Direct purchase and/or agency or licensing arrangement. Horas S.A. (importer), 144 Ave. Louise, 1050 Brussels. WTD 6/70.

254 Partitions, shelving, lockers, office, store fixtures

25410 — AFGHANISTAN — Decorative panels, partitions for dividing room areas; durable materials. Requests price lists, brochures. Prices should include transportation charges up to Karachi with insurance to Kabul. Sahibzada Trading House (importer, distributor, retailer), Mohammed Jan Khan Wat, Kabul. WTD 7/69.

262 Paper mills

26216—SWITZERLAND—Water repellant kraftliner for outer lining of corrugated cardboard; kraft paper laminated with polyethylene foil for same purposes. Model AG; Attn: Mr. Knorle (manufacturer), 8570 Weinfelden. WTD in preparation.

263 Paperboard mills, products

26310—LEBANON—Kraft liner board from 150 grms. per sq. meter up to 325 grms. per sq. meters, width of 140 cms. and 160 cms. Est. annual volume is $180,000. Societe Industrielle des Produits Pioneer Jabre S.A.L. (importer, distributor, manufacturer), P.O. Box 369, Beirut. WTD in preparation.

264 Converted paper, paperboard products

26410 — LEBANON — Unprinted cellophane paper in reels MSAT/400 up to 600; MXXT/400 up to 600; MSAT in s. 300-400; PT s. 300-400. Est. annual volume is $75,000. Societe Industrielle des Produits Pioneer Jabre S.A.L. (importer, distributor, manufacturer), P.O. Box 369, Beirut. WTD in preparation

26440 — AFGHANISTAN — Wallpaper; lower to moderate price range, plus adhesive as required. Price lists, descriptive brochures requested. Prices should include transportation charges up to Karachi with insurance to Kabul. Sahibzada Trading House, (importer, distributor, retailer), Mohammed Jan Khan Wat, Kabul. WTD 7/69.

26440 — NETHERLANDS — Decorative wall covering for indoors, outdoors. Schaap & Borgman (importer, manufacturer, agent), 18-36 2e Looiersdwarstraat, Amsterdam. WTD in preparation.

26492 — LEBANON — Corrugated paper (flinty). Est. annual volume is $95,000. Societe Industrielle des Produits Pioneer Jabre S.A.L. (importer, distributor, manufacturer), P.O. Box 369, Beirut. WTD in preparation.

266 Building paper, building board mills

26611 — GERMANY — Acoustical tiles, other insulating board. Franz Weyrich Jr. (importer, distributor), 6277 Camberg/Ts., Bahnhofstr. 19. WTD 6/70.

281 Industrial chemicals

● **28100 — IRAN** — Supply of 158,760 liters of antifreeze as follows: 111, 132 liters in 200-liter drums each, and 47,628 liters in 4-liter tins each. Tender No. 4, bid deadline 2:00 P.M., Aug. 31. Ordnance Department, IIGF, Abaas Abad, Tehran. ★(Telephone 202-967-3464). A copy of tender will also be available for review at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, California 94102. (Telephone 415-556-5868).

● **28100—IRAN**—Supply of 27,000 liters of brake fluid, conforming to specification SAE 70R3, packed in tins of 20 liters. Tender No. 3, bid deadline 2:00 P.M., Sept. 7. Ordnance Department, IIGF, Abass Abad, Tehran. ★(Telephone: 202-967-3464). A copy of tender also will be available for review at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, California 94102 (Telephone: 415-556-5868).

● **28100—KOREA**—Potassium carbonate 130 metric tons, technical grade, K_2CO_3 98% min., water insoluble 0.01% max., copper max. 1 ppm; ammonium nitrate 18 m.t. fertilizer or technical grade, uncoated prills, min. 98% ammonium nitrate, ignition residue 0.05%, free acid: no red color for M.O. The earliest possible delivery is desired at Pusan, Korea not later than Sept. 30. Tender No. 70-PE-27. Bid deadline 2 p.m. Korean time Aug 10. Office of Supply, Government of the Republic of Korea, Seoul, Korea. Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3465). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

28199—ISRAEL—Bismuth, metal; mercury, redistilled or inorganic. Joba (Israel) Ltd. (importer, manufacturer, agent), Commercial Dept., 53 Hapisga St., P.O. Box 3394, Jerusalem. WTD 4/70.

XUM

282 Synthetic materials

28210—LEBANON—Polyethylene resins for film blowing (heavy duty and high clarity/glossy). Societe Industrielle des Produits Pioneer Jabre S.A.L. (importer, distributor, manufacturer), P.O. Box 369, Beirut. WTD in preparation.

283 Drugs

28330—NETHERLANDS—Procaine penicillin, micronized, 3,000 kgs.; procaine penicillin, lecithin coated, 2,000 kgs.; dihydrostreptomycin, 3,000 kgs.; chloramphenicol palmitate, 200 kgs. Requests quotations for immediate delivery. Nobilis N.V. (importer, pharmaceutical firm), P.O. Box 31, Boxmeer.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28421—THAILAND—Supply of 1,900,000 kilograms of DDT 75% water dispersible powder for malaria eradication project, consists of homogeneous mixture of technical DDT in filler, in form of fine, free-flowing, white to cream colored powder, packed in clean rectangular boxes of 35 kilograms with hermetically sealed inner liners or inner polyethylene bags of 0.1 mm. thickness, with durability of one year or more. Specifications available from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Dept. of Commerce, Washington, D.C. 20230. A.I.C.E Enterprises (Thai) Co, Ltd. (importer, distributor), 516 Ploenchit Court, Bangkok. WTD 4/70.

28440—GREECE—Cosmetics for men. Requests c.i.f.-Piraeus price quotations. A. P. Reboutzacos & Co. (distributor, manufacturer, agent), 2 Omirou St., Athens 133. WTD 6/70.

285 Paints, varnishes, lacquers, enamels

28511—FRANCE—Exterior paints. Lamotte & Coiffard (importer, distributor), 38-46, Rue Raspail, 94 - Ivry-sur-Seine. WTD in preparation.

28511 — NETHERLANDS — Thick-coating systems for use in house painting. Schaap & Borgman (importer, manufacturer, agent), 18-36 Looiersdwarstraat, Amsterdam. WTD in preparation.

289 Chemical products

28930—LEBANON—Printing inks used for cellophane films, polyethylene films, corrugated cardboard. Societe Industrielle des Produits Pioneer Jabre S.A.L. (importer, distributor, manufacturer), P.O. Box 369, Beirut. WTD in preparation.

28950—FRANCE—Industrial chemicals. Lamotte & Coiffard (importer, distributor), 38-46, Rue Raspail, 94 - Ivry-sur-Seine. WTD in preparation.

28992—GERMANY—Coconut fats, industrial. Direct purchase and agency. Peter Jans (importer, distributor, agent), 9 Stadtgarten, Postfach 1480, 415 Krefeld. WTD 6/70.

291 Petroleum refining

● 29100—BURMA—Myanma Oil Corporation, Rangoon, has issued tender for (1)-6,600 long tons of 100/130 grade aviation gasoline (in bulk), to be supplied in three equal shipments of 2,200 long tons each during Dec. 10, 1970 through Jan. 10, 1971-Apr. 10, 1971 through May 10, 1971 and Aug. 10, 1971 through Sept. 10, 1971; (2) 1,500 drums (of 44 Imperial gallons in each drum) of 80/87 octane aviation gasoline, also to be supplied in three equal shipments during the foregoing shipping dates. Tender No. YENAN/YAUNG/LAYA/ T-6, dated June 19, 1970. Bid deadline Sept. 8, 1970. Specifications available from Petroleum and Coal Division, BDSA 673, U.S. Department of Commerce, Washington, D.C. 20230 ★(Telephone: 202-967-2355).

306 Fabricated rubber products

30690—ENGLAND—Expanded neoprene rubber sheeting used for manufacture of wet suits used in skin-diving, water skiing, other marine sports. Bellstaff Manufacturing Co. Ltd. (manufacturer), Caroline St., Longton, Stoke-on-Trent, Staffordshire ST3 1DD. WTD in preparation.

30692—AUSTRIA—Rubber hose, tubing for technical purposes; rubber profiles, other technical rubber goods. Direct purchase and agency. Gummi-Import, Hermann J. F. Naar (importer, distributor, exporter), Klosterwiesgasse 40, A-8010 Graz. WTD in preparation.

307 Plastic products

30796—BELGIUM—Plumbing fixtures, parts; plastic. Direct purchase and agency. Mrs. Evelyne van Leirberge (importer, agent), 13A Ave. du Furet, 1180 Brussels. WTD 6/70.

30796 — NETHERLANDS — PVC wallpaper, other architectural plastics. Schaap & Borgman (importer, agent), 18-36 Looiersdwarstraat, Amsterdam. WTD in preparation.

314 Footwear, except rubber

31417—AUSTRIA—Surplus lots of unused army leather boots. Bruehl & Soehne (importer, distributor, agent, retailer), Schmiedgasse 8-12, A-8010 Graz. WTD in preparation.

322 Glass, glassware

32210—BELGIUM—Glass containers, all kinds, food, medicinal, chemical. Direct purchase and/or agency. Verreries Michotte S.P.R.L. (importer, distributor, manufacturer, agent), 18 Rue Delfosse, 6538 Manage. WTD 6/70.

32291—BELGIUM—Glassware, novelty. Direct purchase and/or agency. Verreries Michotte S.P.R.L. (importer, distributor, manufacturer, agent), 18 Rue Delfosse, 6538 Manage. WTD 6/70.

325 Structural clay products

32530 — AFGHANISTAN — Bathroom, floor, other decorative tiles for waterproof use. Requests price quotations c.i.f. Karachi with insurance up to Kabul in initial correspondence. Sahibzada Trading House (importer, distributor, retailer), Mohammed Jan Khan Wat, Kabul. WTD 7/69.

326 Pottery, related products

32610—BELGIUM—Bathroom accessories. Direct purchase and agency. Mrs. Evelyne van Leirberge (importer, agent), 13A Ave. du Furet, 1180 Brussels. WTD 6/70.

32630 — AUSTRIA — Kitchen articles, table ware for households, restaurant, white ware. Jos. Greussing (Kuechen-Greussing) (importer, distributor, agent), P.O. Box 191, A-6901 Bregenz. WTD in preparation.

331 Steel mill products

● 33100—IRAN—Supply of 60,000 pcs. 4-holed Fish-plates; and 150,000 pcs. Bolts & Nuts all of various specifications. Tender #403/49; bid deadline Aug. 24. Iranian State Railways, Tehran. Copies of tender documents available from Iranian Economic Mission, 2233 Wisconsin Avenue, N.W., Washington, D.C. 20007.

33100—IRAN—Supply of 37 items, Galv. M.S. strand ropes, wire rope, nylon ropes and hemp ropes all of various specs. Tender #49/2; bid deadline Aug. 8. Ports & Shipping Organization Tehran. Copies of tender documents available from Iranian Economic Mission, 2233 Wisconsin Avenue, N.W., Washington, D.C. 20007.

33120—ISRAEL—Stainless steel in bars, sheets, plates, tubes for wholesale distribution from maintained stock and/or on exclusive agency basis. Particulars on quantities, specifications, terms desired will be given to prospective suppliers. Frank Metals Ltd. (importer, distributor/stockholder, agent). 6 Tverski St., P.O. Box 25095, Tel Aviv. WTD in preparation.

33121—GREECE—Coke, hard, blast furnace, washed and of regular size; ignition temperature min. 750°C.; moisture 5-10%; ash content max. 10%; net calorific value, min. 6500 Kcal/kg.; sulphur content max. 1%; particle size 40-60 mm. (or approximate specifications). Requests quotations c.i.f. Thessaloniki stating quality, quantity, time of delivery, terms of payment, other necessary information. Hellenic Sugar Industry, S.A. (importer), (quasi-government organization), 26 Franklin Roosevelt St., Thessaloniki.

33121—SWITZERLAND—Blast furnace coke, foundry coke, coke coal. Petrofer AG; Attn: Mr. Eberenz (agent), Dufourstrasse 50, P.O. Box 171. WTD in preparation.

33123—LEBANON—Tin plates (prime and waste/waste stock lots). Societe Industrielle des Produits Pioneer Jabre S.A.L. (importer, distributor, manufacturer), P.O. Box 369, Beirut. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

● 33500 — INDIA — Supply of copper tubes. Tender No. P/202/45/034/16.4.70/PL. Bid deadline Aug. 28, 1970. Contact Director General Supplies and Disposals, Jeewan Tara Building, Parliament Street, New Delhi, India.

● 33500 — SINGAPORE — Supply, delivery and installation of 66KV solid dielectric power cables and accessories. Bid deadline Aug. 19, 1970. Contact General Manager's Department, Public Utilities Board, 1st Floor, City Hall, Singapore 6. Tender No. EE: 949.2/307 AL/IG.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

33560 — ISRAEL — Nickel, including alloys; lead and lead-base allows. Joba (Israel) Ltd. (importer, manufacturer, agent), Commercial Dept., 53 Hapisga St., P.O. Box 3394, Jerusalem. WTD 4/70.

336 Nonferrous foundries

33691—ISRAEL—Zinc; zemec 3 & 5. Joba (Israel) Ltd.)importer, manufacturer, agent), Commercial Dept., 53 Hapisga St., P.O. Box 3394, Jerusalem. WTD 4/70.

342 Cutlery, hand tools, general hardware

● 34200 — IRAN — 4000 stone-crushing picks and 4000 ballast racks (9 tongs). Tender No. 367/49, bid deadline Aug. 27. Iranian State Railways, Tehran. Specifications are available on a short-term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(Telephone: 202-967-5585).

34231 — SOUTH WEST AFRICA — Mechanics' hand service tools. Direct purchase and agency. Windhoek Tool Centre (Pty.) Ltd. (importer, distributor, retailer), 46 Peter Muller St., P.O. Box 9081, Windhoek. WTD 2/70.

34232—SOUTH WEST AFRICA—Edge tools, hand operated. Direct purchase and agency. Windhoek Tool Centre (Pty.) Ltd. (importer, distributor, retailer), 46 Peter Muller St., P.O. Box 9081, Windhoek. WTD 2/70.

34233—SINGAPORE—Entrenching tools (folding shovels complete with cover). Director of Shroffs (Malaya) Sdn. Bhd. (importer, distributor, agent), P.O. Box 1568, Singapore. WTD in preparation.

34233—SOUTH WEST AFRICA—Files, rasps, file accessories, other hand tools. Direct purchase and agency. Windhoek Tool Centre (Pty.) Ltd. (importer, distributor, retailer), 46 Peter Muller St., P.O. Box 9081, Windhoek. WTD 2/70.

34250—PERU—Discs for metal, wood working circular saws; circular saws for iron, steel, non-ferrous pipes and shapes. Acero S. A. (importer, agent, retailer), Av. Republica de Panama 1665, Surquillo, Miraflores, Lima. WTD in preparation.

34250—SOUTH WEST AFRICA—Hand saws, saw blades, saw accessories. Direct purchase and agency. Windhoek Tool Centre (Pty.) Ltd. (importer, distributor, retailer), 46 Peter Muller St., P.O. Box 9081, Windhoek. WTD 2/70.

343 Heating apparatus, plumbing fixtures

34310—BELGIUM—Plumbing fixtures, metal and enameled iron. Direct purchase and agency. Mrs. Evelyne Van Leirberge (importer, agent), 13A Ave. du Furet, 1180 Brussels. WTD 6/70.

34320—BELGIUM—Plumbing fixtures, fittings and trim, brass goods. Mrs. Evelyne Van Leirberge (importer, agent), 13A Ave. du Furet, 1180 Brussels. WTD 6/70.

349 Fabricated metal products

34944—BELGIUM—Plumbing, heating valves. Direct purchase and agency. Mrs. Evelyne Van Leirberge (importer, agent), 13A Ave. du Furet, 1180 Brussels. WTD 6/70.

34970—ISRAEL—Foil suitable for covering/packaging crayons, pencils for children. Jerusalem Pencils Ltd. (manufacturer, exporter), Industrial Center, Mekor Baruch, Jerusalem. WTD in preparation.

351 Engines, turbines

35193—ITALY—Diesel engines, industrial, up to 100 HP. Direct purchase and agency. IRPEM (Ingg. Ricci Pellegrini Elettro Meccanica) S.r.l. (importer, agent), Via Appia Nuova 1043, 00178 Rome. WTD 6/70.

353 Construction, mining, material handling machinery, equipment

● 35300—BURMA—Twenty crawler tractors, 230 hp diesel engine, power shift clutch, equipped with hydraulic bulldozers; 33 self propelled motor scrapers, diesel powered, 14/15 cu. yd struck capacity. Tender No. 1 (T)MCY/IRR/70-71; bid deadline Aug. 31. Chief Engineer, Irrigation Department, 9/21 Strand Rd. Rangoon.

35310—CHILE—Hydraulic equipment for mounting on trucks; this equipment consists of cranes; rear loading platforms capable of loading or unloading the trucks, with special emphasis on rear folding platforms. Direct purchase and agency. Ingenieros Asesores e Importadores Lorca, Castillo S.A. (importer, distributor, retailer), Av.B.O'Higgins #1404, Casilla (P.O.B.) 14490 Santiago. WTD 6/70.

35314—NETHERLANDS—Truck or trailer mounted loading cranes. Distribution throughout Benelux areas. Direct purchase and/or agency. Van Gemert N.V. (Attn: A. van Gemert, Gen. Mgr.) (importer, distributor), 40 Molenstraat, Wanroy (N.B.) WTD 6/70.

35319—NETHERLANDS—Winches. Exclusive representations. General Equipment Firma Linse (importer, distributor), Rosariumlaan 16, Driebergen. WTD 6/70.

35319—NETHERLANDS—Truck or trailer mounted winches for self-loading of containers. Distribution throughout Benelux area. Direct purchase and/or agency. Van Gemert N.V. (Attn: A. van Gemert, Gen. Mgr.) (importer, distributor), 40 Molenstraat, Wanroy (N.B.). WTD 6/70.

354 Metalworking machinery

● 35400—INDIA—Two heavy duty hydraulic internal grinders-840 mm. swing over bed. Tender No. 224/13/068/12.5.70 (ISM ref. CDN/ENG/103), bid deadline Aug. 21. EXIM Loan VI. Two angle head grinders-610 mm. swing over table, 1220 mm. between centers. Tender No. 224/13/067/11.5.70 (ISM ref. CDN/ENG/102), bid deadline Aug. 21. EXIM Loan. Tender copies available from India Supply Mission, 2536 Massachusetts Avenue, NW., Washington, D.C. 20008, $2.50 per copy.

● 35400—INDIA—Horizontal spindle rotary surface grinder with 610 X 75 X 203 mm. grinding wheel and 15 KW wheel motor. Tender No. ISM Ref. No B 785/70/EXIM, bid deadline Aug 20. Government of India. Copies of tender document are available at no cost from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● 35400—INDIA—Optical projection profile grinding machine. Tender No. HPEP/D/14/70/05247; bid deadline Aug. 25. Materials Manager, Bharat Heavy Electricals Ltd., Heavy Power Equipment Plant, Ramachandrapuran, Hyderabad 32, Andhra Pradesh. Specifications available from the Metalworking Equipment Division, BDSA, Room 5890, U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-5652).

● 35400—PAKISTAN—Hand tools, cutting tools and measuring instruments, including: five 1" micrometers, 20 caburetor tool kits, 18 4" vises, five depth gauges, five compression testers, 100 metric sockets, 10 metric wrench sets, 10 torgometers, 10 whitworth combination wrenches, 10 masonry drills, 90 machinist vises, nine tap and die sets, five twist drill sets. Tender No. S-9/196/SC1/68-69/Group-6/IDA/M; bid deadline Aug. 31. Director of Supply, Government of East Pakistan, 48 Mobjheel Commercial Area, Dacca-2. Specifications available from the Metalworking Equipment Division, BDSA, Room 5890, U.S. Department of Commerce, Washington, D.C. 20230 ★(202 967-5652).

● 35400 — TURKEY — Machinery and equipment for alloy steel plant expansion, including: 25/30 ton electric arc melting furnace; 100,000 ton per year continuous casting plant; overhead cranes—40/10/2.5 ton capacity, 18 m. span, and 3-5 ton capacity, 32 m span; diesel locomotive for towing 300 tons over 5% grade; one 100,000 ton per year scrap steel reheating furnace, one oxygen plant, and one degassing plant. Makina ve Kimya Endustristi Kurumu, Tandogan Meydani, Ankara. American firms interested should submit prequalification applications with documents by Aug. 31. English translation of prequalification specifications is available from Modern Translation Bureau, Karanfil Sokak 49/1, Ankara, for $8.50 airmail.

35400 — TURKEY — 31 items including: crankshaft grinder, two vertical boring machines, one press brake, two AC welders, one copying lathe, one boring machine-max. bore diameter 250 mm.-boring head stroke 850 mm., N/C drilling machine, submerged arc welder, 100 ton hydraulic press, program-controlled copy lathe-525 mm. swing over bed, coil pulling machine, and internal broaching machine. Bid deadline Aug. 19. TCDD Isletmesi Genel Mudurlugu, Markex Alim ve Satim Komisyonu Baskanligi, Ankara. English specifications available from Modern Translations Bureau, Kranfil Sokak 49/1, Yehisehir, Ankara, for $3.50 airmail, except: Boring machine-250 mm. boring diameter ($5.00), program-controlled copy lates ($4.00), and coil pulling machine ($4.00).

355 Special industry machinery

● 35500—PAKISTAN—2 acetylene generators, 1 centrifugal oil separator, 1 two stage air compressor, 2 portable welding sets, 1 hand operated wall crane, 1 deflection of beams apparatus with all accessories and spares; 1 guillotine shearforce apparatus with all accessories, 1 crane (H6), 1 shearing and punching machine, 1 ammonia refrigeration plant (½ ton ice capacity), 1 petrol gas generator, 1 piece each of cut up models of ball, roller and tapered bearings, ship's refrigeration unit cold storage chamber, 1 piston pump set, 1 motor generator, 1 apparatus for demonstrating centrifugal force and 1 experimental jib crane. Tender No. S-10/584/69-

XUM

70, bid deadline Aug. 3. Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2. Specifications are available on a short term loan basis to firms domiciled in the U.S. from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(Telephone. 202-967-5585).

35512—URUGUAY—Complete continuous automatic stamping machine for production of stamped cookies, to be directly connected to automatic tunnel-shaped oven. Oven fed by fuel oil. Conveying-lifting machine for sending cookies to first floor, approximately five meters long and one meter wide; automatic unit for piling cookies after being taken from oven, and sorting for packaging; conveying-cooling machine, equipped with feed belt made of galvanized steel, approximately 14 meters long, 1 meter wide. El Maestro Cubano-Florentino Sande S. A. (manufacturer, retailer), Mariano Moreno 2512, Montevideo. WTD in preparation.

35513—PHILIPPINES—Rum manufacturing plant producing annually approximately 2,000,000 liters of rum from alcohol. Victorias Milling Co., Inc. (manufacturer), 4th Floor, BPI Bldg., Corner Ayala Ave. & Herrera St. Makati, Rizal, P. O. Box 762, Manila. WTD in preparation.

35513—TURKEY—Complete installation for processing, dehydrating potatoes for making instant mashed potatoes; ten-ton daily capacity. Wheat processing equipment for making bulgur (cracked and processed wheat); five to ten-ton daily capacity. Capamarka Gida Sanayii A.S. (manufacturer), Asariye Caddesi 34/1, Besiktas, Istanbul. WTD in preparation.

35522—AUSTRIA—Pile wires, circular knives for velvet machines. Direct purchase and agency. AMEA Grosshandel-Agenturen Dr. Heinrich Horatschek (importer, distributor, agent), Annagasse 3, A-1010 Vienna. WTD in preparation.

356 General industrial machinery

35600—IRAN—8 printing machines. Bid deadline Aug. 18. Iranian Tobacco Co., Ghazvin Avenue, Tehran. Specifications available on a short-term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(Telephone: 202-967-5585).

● **35600—TURKEY**—pumps ($5m^3$/sec., 6 m static head, 7 m total dynamic head), accessories, valves, fittings, electric motors (489 KW), starters, motor control boards, switchgear, station service panels for three drainage pumping stations. Also, 5 pumping sets per station. Tender No. 70-24T-28, bid deadline Aug. 27. The State Hydraulic Works, Mahallesi, Ankara. English specifications available from the Modern Translation Bureau, Karanfil Sokak 49/1, Ankara, for $11.00 airmail.

35612 — NETHERLANDS — Hydraulic pumps. Exclusive representations. General Equipment Firma Linse (importer, distributor), Rosariumlaan 16, Driebergen. WTD 6/70.

35662—NETHERLANDS—Engine controls, power reducing equipment. Exclusive representations. General Equipment Firma Linse (importer, distributor), Rosariumlaan 16, Driebergen. WTD 6/70.

35663 — NETHERLANDS — Universal joints. Exclusive representations. General Equipment Firma Linse (importer, distributor), Rosariumlaan 16, Driebergen. WTD 6/70.

35690 — THAILAND — Whisky bottle soaking machine with label remover, filling, labeling, screw plug machines, for round, flat bottles. PVC outer bottle wrapping machinery. Carton packaging machinery. Cheuong Heng Lee Machinery Ltd. Partnership (importer, agent), 168 Corner Soi 8, Sukhumvit Rd., Bangkok. WTD 8/69.

357 Office, computing, accounting machines

● **35700—GREECE**—Supply of 18 electronic computers, 10 electronic calculating machines, and one electronic typewriter. Bid deadline Aug. 19. Tender terms and specifications available from the Ministry of Commerce, 4th State Purchases Directorate, 75 Solonos Street, Athens, Greece.

● **35700—GREECE**—Supply of electronic computers and apparatus to be used for training purposes in a vocational training school. Tender No. 4/519/70, bid deadline Aug. 12. Invited by the Ministry of Commerce, State Purchases Directorate 4, 75 Solonos St., Athens, Greece. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **35700—GREECE**—Supply of 18 electronic computers, 10 electronic calculating machines, one automatic electronic typewriter. Tender No. 4/566/70, bid deadline Aug. 19. Invited by the Ministry of Commerce, 4th State Purchases Directorate, 75 Solonos St., Athens, Greece. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **35700—KOREA**—Supply of 250 hand operated calculators; 200 sets of drawing instruments. Tender No. KFX-0119-PI, bid deadline Aug. 10. Invited by the Office of Supply, Government of the Republic of Korea, Seoul, Korea. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-2939) A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **35700—KOREA**—Supply of manual typewriters in English, as follows: 42 sets, carriage width 15"; 35 sets, carriage width 18"; 32 sets, carriage width 14". Tender No. SLC-0120-PI; bid deadline Aug. 10. Invited by the Office of Supply, Government of the Republic of Korea, Seoul, Korea. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-2939). A review copy will be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

35731 — CYPRUS — Electric totalizator computing system with maximum number of 12 horses. Quote c.i.f. Cyprus including installation, training if necessary. Direct purchase and agency. E. K. Torikian (importer, distributor, agent), P.O. Box 1313, Nicosia. WTD in preparation.

358 Service industry machines

● **35800—TURKEY**—100 units of air conditioners—all air cooled, separate condenser type or integral condenser type. Capacities: 35 ea., 3 tons; 26 ea., 5 tons; 17 ea., 7 tons; 8 ea., 9 tons; and 14 ea., 12 tons per hour. Also, 100 air filters and 100 humidifiers (2.5, 5 and 10 kg./h capacity), as well as testing and measuring instruments. Bid deadline Aug. 3. PTT Genel Mudurlugu, Malzeme Dairesi Baskanligi, Ruzgarli Sokak, Cata Han, Ulus, Ankara. English specifications available from the Modern Translation Bureau, Karanfil Sokak 49/1, Ankara for $8.50.

35892 — BELGIUM — Water softeners, conditioners. Direct purchase and agency. Mrs. Evelyn Van Leirberge (importer, agent), 13A Ave du Furet, 1180 Brussels. WTD 6/70.

361 Electric transmission, distribution equipment

● **36100—ARGENTINA**—Supply 3 each Shielded Panelboard, Air-insulated, metal clad, for outdoor service, 13.2 KV, 50 HZ service tension. Tender No. 3066, bid deadline Aug. 14. Specifications available for approx. $13.00 (U.S.) from SEGBA, Balcarce 184, Compras Exterior, Buenos Aires, Argentina.

● **36100—ARGENTINA**—Supply following bids, Tender No. 3004, Item 1, six three-phase section breakers, without grounding blades, service tension 220 KV, 50 HZ, nominal intensity 2500 A., Item 2, 17 each three phase section breakers same specifications as Item 1 but nominal intensity 1600 A., Item 3, 10 each three phase section breakers same specifications as Item 2 but with three phase grounding blades for mounting in parallel. Bid deadline Aug. 26. Specifications available for approximately $13.00 (U.S.) each from SEGBA, Balcarce 184, Oficial "Compras Exterior" Buenos Aires, Argentina.

● **36100—BURMA**—Supply Transformers, static capacitors, switchgear and electric auxiliaries. Tender No. 40(T)EL-ESB(E)/69-70, bid deadline Oct. 16. Specifications available for $9.00 (U.S.) certified check payable to American Embassy, Rangoon. Contact Controller of Stores, Electricity Supply Board, Rose Bank Road, Ahlone, Rangoon, Burma.

36100 — CHILE — Supply of 4 Oil-Immersed Transformers, single-phase, 130 MVA., 22-kV, in accordance with specification No. 31-65, bid deadline Sept. 22. Empresa Nacional de Electricidad "ENDESA" S.A., Departamento de Ingenieria Electrica, calle Santa Rose No. 76, 13th Floor, Santiago, Chile. Payment under IBRD credit. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 5886C, U.S. Department of Commerce, Washington, D.C. ★(Telephone 202-967-4188).

● **36100—CHILE**—Supply of 490 three-phase meters and 490 connecting clocks Tender No. n/n, bid deadline Aug. 18. Bidders must be legally represented in Chile. Terms and specifications, in Spanish, available from Empresa Nacional de Electricidad S.A. "ENDESA", calle Santa Rosa No. 76, 5th fl., Santiago, Chile

● **36100—KOREA**: Supply 10 each oil circuit breakers, 20 each disconnecting switch, protective relays, 200 each overcurrent relays, 50 each overcurrent ground relays, 50 each selective relays, 50 each ground voltage relays, 500 each load indicators. Tender No. SLC-0116-PII, bid deadline Aug. 11. U.S. source only. Office of Supply, Government of the Republic of Korea, Seoul, Korea. Specifications available from the Power & Electrical Equipment, BDSA, Room 5886C, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone 202-967-4188). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Avenue, San Francisco, California 94102 (415-556-5868).

36110—ECUADOR—Electric generating group for standby operation, consisting of diesel engine, generator, optional auxiliary equipment. Quotations requested on new, guaranteed reconditioned, surplus equipment. Centros Comerciales del Ecuador (shopping center), Attn: Paul Williams, P.O. Box 215, Quito. WTD in preparation.

362 Electrical industrial apparatus

36212—ITALY—A.C. generators. IRPEM (Ingg. Ricci Pellegrini Elettro Meccanica) S.r.l. (importer, agent), Via Appia Nuova 1043, 00178 Rome. WTD 6/70.

363 Household appliances

36350 — GERMANY — Vacuum cleaners for swimming pool bottom (home not commercial). Kleyer KG, Otto (importer, distributor), 12a Luebbecker Strasse, Postfach 1660, 4950 Minden. WTD 4/70.

364 Electrical lighting, wiring equipment

36427—BELGIUM—Portable lamps, fixtures residential; deluxe quality only. Direct purchase and/or agency or licensing arrangement. Horas S.A. (importer), 144 Ave. Louise, 1050 Brussels. WTD 6/70.

366 Communications equipment

● **36600—GREECE**—Supply of shipboard navigational equipment. Tender No. 4/580/70; Bid deadline Aug. 26. Copies of tender announcement and specifications are available from the Ministry of Commerce, 14th Directorate of State Purchases, 75 Solonas St., Athens, or on short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

● **36600—IRELAND**—Supply of a telephone exchange for international service. Tender No. I. 2001; bid deadline Sept. 3. Copies of tender announcement and specifications are available from the Engineer-in-Chief, Contracts Section, Department of Posts and Telegraphs, Hawkin's House, Dublin 2 ★(202-967-4823), or on short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230

367 Electronic components, accessories

36793—SWITZERLAND—Resistors, similar items for electronic applications. Direct purchase and agency. Sacel SA; Attn: Mr. Pantet (distributor, agent), 11 rue Manoir, 1207 Geneva. WTD 9/69.

369 Electrical machinery, equipment, supplies

● **36900—KOREA**—Supply of one universal x-ray apparatus; frequency bandwidth meter; ionospheric layer measuring equipment. Tender No. KFX-0122-PI; bid deadline Aug. 10. Invited by the Office of Supply, Government of the Republic of Korea, Seoul, Korea. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939) A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

371 Motor vehicles, motor vehicle equipment

37130 — NETHERLANDS — Container, tank, dump, other truck, trailer mounted bodies. Distribution throughout Benelux area. Direct purchase and/or agency. Van Gemert N.V. Attn: A. van Gemert, Gen. Mgr. (importer, distributor), 40 Molenstraat, Wanroy (N.B.). WTD 6/70.

37141—GERMANY—Automobile accessories, steering wheels, rearview mirrors for fenders of sportscars; revolution meter. Prices c.i.f. European ports. Kleyer KG, Otto (importer, distributor), 12a Luebbecker Strasse, Postfach 1660, 4950 Minden. WTD 4/70.

381 Engineering, laboratory, scientific, research instruments, equipment

● **38100—ALGERIA**—Supply of refrigeration laboratory equipment including centrifuge, refrigerated; lyophylisateur; respirometer; spectrophotometer; microscopes; and many more; for the Algerian Ministry of Agriculture and Agrarian Reform. The bid deadline has not been determined. Tender terms and specifications are available free from the Algerian Interests Section, 2118 Kalorama Road, N.W., Washington, D.C. 20008. (Telephone: 202-234-7246).

382 Instruments for measuring, controlling, indicating physical characteristics

● **38200—INDIA**—Supply of one hydraulic spring testing machine suitable for testing coiled and laminated and all kinds of spring used in railway rolling stock including elliptical springs. Tender No. 402/13/004/22.4.70, bid deadline Aug. 28. Invited by the Director General, Supplies and Disposals, Jeevantara Building, Parliament Street, New Delhi, India. Tender documents available, at $3.00 each, from the India Supply Mission, 2536 Massachusetts Avenue, N.W., Washington, D.C. 20008, Ref: CDN/ENQ/105.

● **38200—INDIA**—Supply of two master gages; two radiator and water cleaner units. Tender No. 1158/BPO/PR/56541-2-I-593-594; bid deadline Aug. 27. REF. CDN/ENQ/111. Invited by the Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Dist. Hoshiarpur, Punjab, India. Tender documents available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

38212—BELGIUM—Watermeters. Direct purchase and agency. Mrs. Evelyn van Leirberge (importer, agent), 13A Ave. du Furet, 1180 Brussels. WTD 6/70.

38212—GERMANY—Water test kits for swimming pools. Kleyer KG, Otto (importer, distributor), 12a Luebbecker Strasse, Postfach 1660, 4950 Minden. WTD 4/70.

38216 — GERMANY — Nuclear technical equipment. Direct purchase and agency. Elektrophysik Dr. H. Stephan (distributor, manufacturer, agent), 75 Plitterstorfer Strasse, D-53 Bonn/Bad Godesberg. WTD 5/70.

38216—BELGIUM—Fire detecting devices. Direct purchase and agency. Mrs. Evelyne van Leirberge (importer, agent), 13A Ave. du Furet, 1180 Brussels. WTD 6/70.

384 Surgical, medical, dental instruments

38430—SPAIN—Dental equipment, supplies. Dentalite, S.A. (importer, distributor), Pez, 15, Madrid (8). WTD 5/70.

386 Photographic equipment

● **38600—KOREA**—Supply of 16 mm and 35 mm film of various types and in many sizes and quantities. Tender No. KFX-0121-PIII, bid deadline July 31. Invited by the Office of Supply, Government of the Republic of Korea, Seoul, Korea. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. (415-556-5868).

387 Watches, clocks, parts

● **38700 — INDIA** — Supply of master clock, control station type synchronous, electrically wound, spring operated, capable of operating 50 secondary follower clocks; follower clock, minute impulse type; recording instruments, moving coil type. Tender No. 3E-2; bid deadline Aug. 18. Tender documents available, at $6.50 each excluding postage, from the Project Manager, Santaldih Thermal Power Project, West Bengal State Electricity Board, 6 Little Russell St., Calcutta 16, India.

394 Toys, amusement, sporting goods

39490 — GREECE — Sporting, athletic goods, all kinds. Request price lists. Katrantzos Sports, Inc. (importer, distributor, manufacturer), 15 Theanous St., Athens 307. WTD 6/70.

XUM

39493—ISRAEL—Automatic bowling alley for hotel basement space about 25 x 10 meters; playing supplies, pins, bowling pin setters, etc. Price quotation/literature requested airmail. Snapir Ltd. (tourist hotel), 406/5 St., P.O. Box 156, Eilat. WTD in preparation.

396 Costume jewelry, novelties, buttons, notions

39610—AUSTRIA—Men's costume jewelry, costume novelties of high quality, modern design. Bruehl & Soehne (importer, distributor, agent, retailer), Schmiedgasse 8-12, A-8010 Graz. WTD in preparation.

399 Manufacturing industries

39991 — BELGIUM — Fire extinguishing equipment, parts. Direct purchase and agency. Mrs. Evelyne van Leirberge (importer, agent), 13A Ave. du Furet, 1180 Brussels. WTD 6/70.

39997—AFGHANISTAN—Beach, garden umbrellas. Requests catalogues with price lists based on c & f Karachi, insurance up to Kabul in initial correspondence. Sahibzada Trading House (importer, distributor, retailer), Mohammed Jan Khan Wat, Kabul. WTD 7/69.

Zambia extends deadline for bids on school project

The prequalification registration deadline for contractors interested in tendering for the construction work in connection with the Zambia school building project (see *Commerce Business Daily*, June 23, or INTERNATIONAL COMMERCE, June 29) has been extended from July 15 to August 15. The July 15 registration deadline for firms interested in tendering for the furniture and equipment requirements remained firm.

The project's estimated construction cost has been changed to $25 million. Involved in the undertaking are site development, site improvement, and improvement to existing buildings and new buildings, as required, for the following: 22 existing day secondary schools, 34 existing boarding secondary schools, four existing teacher training colleges, one existing technical college, six new day secondary schools, and three new boarding secondary schools. This will be split into bid packages of $600,000 to $2 million each, with 3 to 10 schools in each group.

Greece seeks construction and operation of tourist facility

Proposals are being solicited by the Greek Government for the construction and concessional operation of tourist facilities on seaside property on the Gulf of Varkiza-Attica, a beach area about 17 miles from the center of Athens. The development of this property will be through private enterprise under long-term agreement. Terms and details, including financial arrangements of the proposal, are contained in a special publication which may be obtained at the Greek Tourist Organization, No. 1, Voukourestiou Street, Athens, Greece, at a cost of $6.67. Bid deadline is Aug. 15, 1970.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

011 Field crop farms

01120—MOROCCO—Cotton, raw, short fiber, second choice, wrapped in bales for textile manufacture. Seeks exclusive agency. Quotations c.i.f. Casablanca. Correspondence requested in French. SOMACOD (importer, agent, exporter of spices), 11, rue Poincare, B.P. 793, Casablanca. WTD 7/69.

203 Canning, preserving foods

20310—CANADA—Canned fish, other seafood, canned seafood soups, smoked salmon. Harry E. Johnston Sales Ltd., Malcolm M. Todd, vice president (agent, food brokers), 4889A Dundas St., West, Islington, Ontario. WTD in preparation.

20321—GREECE—Canned baby foods. Requests c.i.f.-Piraeus price quotations. John Chrysanthakopoulos (agent), 9 Jean Maureas St., Athens 401. WTD 6/70.

20324 — CANADA — Canned specialties canned nationality foods. Harry E. Johnston Sales Ltd., Malcolm M. Todd, vice president (agent, food brokers), 4889A Dundas St., West, Islington, Ontario. WTD in preparation.

20331—SWITZERLAND—Canned fruits of all kinds, especially peaches, pineapples, mixed fruit cocktails. WYRO Engroshandel; Attn: Mr. Wynistorf (agent), 8135 Langnau am Albis. WTD in preparation.

20332—SWITZERLAND—Canned vegetables, especially asparagus, beans, carrots, mixed combinations. WYRO Engroshandel; Attn: Mr. Wynistorf (agent), 8135 Langnau am Albis. WTD in preparation.

20334—CANADA—Canned fruit juices, nectars, concentrates. Harry E. Johnston Sales Ltd., Malcolm M. Todd, vice president (agent, food brokers), 4889A Dundas St., West, Islington, Ontario. WTD in preparation.

20334—SWITZERLAND—Canned fruit juices of all kinds. WYRO Engroshandel; Attn: Mr. Wynistorf (agent), 8135 Langnau am Albis. WTD in preparation.

20335—SWITZERLAND—Canned vegetable juices of all kinds. WYRO Engroshandel; Attn: Mr. Wynistorf (agent), 8135 Langnau am Albis. WTD in preparation.

20341—CANADA—Dried fruits, vegetables; except soup mixes. Harry E. Johnston Sales Ltd., Malcolm M. Todd, vice president (agent, food brokers), 4889A Dundas St., West, Islington, Ontario. WTD in preparation.

20341—SWITZERLAND—Dried and dehydrated vegetables, fruits such as apples, figs, prunes, raisins. WYRO Engroshandel; Attn: Mr. Wynistorf (agent), 8135 Langnau am Albis. WTD in preparation.

207 Confectionery

20713—CANADA—Package goods (except solid chocolate). Harry E. Johnston Sales Ltd., Malcolm M. Todd, vice president (agent, food brokers), 4889A Dundas St., W., Islington, Ontario. WTD in preparation.

20716 — CANADA — Salted nuts, other confectionery-type products. Harry E. Johnston Sales Ltd., Malcolm M. Todd, vice president (agent, food brokers), 4889A Dundas St., West, Islington, Ontario. WTD in preparation.

20730—SWITZERLAND—Chewing gum, packaged and in bulk. Barbezat & Cie; Attn: J. E. Hardmeyer (importer, distributor, manufacturer), 2114 Fleurier. WTD 3/70.

221 Broad woven fabric mills, cotton

22110—FINLAND—Cotton fabrics for shirts, blouses (poplin); jeans (drill). Quotations c.i.f. or c.f. Helsinki. ELISYL, Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

222 Broad woven fabric mills, manmade fiber, silk

22210—FINLAND—Synthetic fiber fabrics for shirts, blouses, jeans. Quotations c.i.f. or c.f. Helsinki. ELISYL, Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

22216 — AUSTRIA — Upholstery fabrics of manmade fibers. H. Heichel, Handelsagentur-Werksvertretungen (agent), Kohlgasse 2/33/16, A-1050 Vienna. WTD in preparation.

224 Narrow fabrics, other smallwares mills

22410—FINLAND—Woven and braided narrow fabrics. ELISYL, Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

228 Yarn, thread mills, products

22810—FINLAND—Cotton yarn for knit underwear manufacturers. Quotations c.i.f. or c.f. Helsinki. ELISYL, Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

229 Textile goods

22920—FINLAND—Lace goods for ladies' underwear, nightwear. Quotations c.i.f. or c.f. Helsinki. ELISYL, Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

22952 — AUSTRIA — Chamois imitation leather (expanded vinyl cotton suede). Paul Peter Csango Wolf (agent, commission), Charasgasse 8, A-1030 Vienna. WTD in preparation.

22952—AUSTRIA—Artificial leather for upholsterers. H. Heichel, Handelsagentur-Werksvertretungen (agent), Kohlgasse 2/33/16, A-1050 Vienna. WTD in preparation.

232 Men's, boys' furnishings

23212 — THAILAND — T-shirts, knit shirts, men's. Exclusive agency. Requests

catalogs, c.i.f. Bangkok prices. Thai Daimaru Co., Ltd. (importer, distributor), 65 Rajaprasong Rd., Bangkok. WTD 12/69.

23292—FINLAND—Athletic shorts of poplin. Quotations c.i.f. or c.f. Helsinki. ELISYL, Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

233 Women's, misses', juniors' outerwear

23312 — FINLAND — Women's, misses' and juniors' knit outerwear sport shirts. Quotations c.i.f. or c.f. Helsinki. ELISYL, Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

238 Apparel, accessories

23871—THAILAND—Belts, leather. Exclusive agency. Request catalogs, c.i.f. Bangkok prices. Thai Daimaru Co., Ltd. (importer, distributor), 65 Rajaprasong Rd., Bangkok. WTD 12/69.

242 Sawmills, planing mills

24211—ITALY—Sawed lumber. Hemlock, Douglas fir, pitch pine, other American lumber. Agency only. Giuseppe Longo. Via Vittorio Emanuele 40, 95131 Catania. WTD 7/70.

243 Millwork, veneer, plywood, prefabricated structural wood products

24320—ITALY—Douglas plywood. Agency only. Giuseppe Longo, Via Vittorio Emanuele 40, 95131 Catania. WTD 7/70.

24332—SWEDEN—Prefabricated buildings, sections, walls, ceilings, floors, etc., stages and gym seatings, for schools, hospitals, public buildings, homes, etc., sales, installation and service; materials and methods. Bernt Aslund AB (importer, distributor, contractor), 20 Rindogatan, S-115 36 Stockholm. WTD 8/69.

254 Partitions, shelving, lockers, office, store fixtures

25420—NICARAGUA—Steel shelves for use with perforated tube, 12" and 18" wide, both 30" long; steel etch-primed and stove enamelled in black or gray; shelving accessories such as adjustable shelf brackets and bearers, cantilevers, single and double shelf supports, plastic shelf spaces. Requests descriptive brochures, prices. Representaciones Exclusivas S.A. (importer, distributor, retailer), Apartado Postal 1094, Managua. WTD in preparation.

265 Paperboard containers, boxes

26542—AUSTRIA—Packaging materials for the food industry. Dr. Eduard Czerny, Grosshandel mit Industriebedarf (distributor, agent), Krichbaumgasse 38, A-1120 Vienna. WTD in preparation.

275 General commercial printing

27519 — AUSTRALIA — Decalcomanias; type similar to "letterpress" process. W. K. King Pty. Ltd. (agent), 33 Macquarie Place, Sydney, N.S.W. 2000. WTD 6/70.

281 Industrial chemicals

28130 — SWITZERLAND — Gases for chemical applications, all kinds. Continental Schweissapparate AG; Attn: Dr. Keel, pres. (manufacturer, agent), Usterstrasse 10, 8600 Dubendorf. WTD 6/69.

28192—NEW ZEALAND—High test calcium hypochlorite (70% available chlorine) in five to ten ton shipments. Joseph Nathan & Co. Ltd. Attn: H. A. Lockie, Mgr., Plastics & Chemical Dept. (importer, distributor, agent), 13 Grey St. (P.O. Box 1792), Wellington. WTD 12/69.

28197—NEW ZEALAND—Sodium metasilicate 5H20, granular in 20 ton shipments. Joseph Nathan & Co. Ltd. Attn: H. A. Lockie, Mgr., Plastics & Chemical Dept. (importer, distributor, agent), 13 Grey St. (P.O. Box 1792), Wellington. WTD 12/69.

282 Synthetic materials

28212 — NEW ZEALAND — Cellulose sponge (made in chemical plants) in blocks. Joseph Nathan & Co. Ltd. Attn: H. A. Lockie, Mgr., Plastics & Chemical Dept. (importer, distributor, agent), 13 Grey St. (P.O. Box 1792), Wellington. WTD 12/69.

28232—FINLAND—Rayon yarn for knit underwear industry. Quotations c.i.f. or c.f. Helsinki. ELISYL, Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

28232—MOROCCO—Staple fiber, rayon, wrapped in bales for spinning mills. Seeks exclusive agency. Quotations c.i.f. Casablanca. Correspondence requested in French. SOMACOD (importer, agent, exporter of spices), 1, rue Poincare, B.P. 793, Casablanca. WTD 7/69.

28242—MOROCCO—Polyester fiber, continuous and other, for spinning mills. Seeks exclusive agency. Quotations c.i.f. Casablanca. Correspondence requested in French. SOMACOD (importer, agent, exporter of spices), 1, rue Poincare, B.P. 793, Casablanca. WTD 7/69.

283 Drugs

28340—GREECE—Pharmaceutical preparations for human use. Requests c.i.f.-Piraeus price quotations. John Chrysanthakopoulos (agent), 9 Jean Maureas St., Athens 401. WTD 6/70.

28340—GREECE—Pharmaceutical preparations for human use, antibiotics, cardiotonics, antidiabetics, tranquilizers, hypotensives, vitamins, etc. Phytoprotect-N. D. Politopoulos & Co. (agent), 25 Halkokondili St., Athens 103. WTD 5/70.

28349—GREECE—Pharmaceutical preparations for veterinary use. Phytoprotect-N. D. Politopoulos & Co. (agent), 25 Halkokondili St., Athens 103. WTD 5/70.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28441—SWITZERLAND—Shaving preparations, novelties, for barber shops. Choisy AG (importer, distributor, agent), Schauenburgerstrasse 25, 4000 Basel 6. WTD 7/70.

28442—GREECE—Perfumes, toilet water, colognes. Requests c.i.f.-Piraeus price quotations. John Chrysanthakopoulos (agent), 9 Jean Maureas St., Athens 401. WTD 6/70.

28442—SWITZERLAND—Perfumes, toilet waters, novelties only, for beauty shops. Choisy AG (importer, distributor, agent), Schauenburgerstrasse 25, 4000 Basel 6. WTD 7/70.

28443—GREECE—Hair preparations, including shampoos. Requests c.i.f.-Piraeus price quotations. John Chrysanthakopoulos (agent), 9 Jean Maureas St., Athens 401. WTD 6/70.

28443—SWITZERLAND—Hair preparations, novelties only, for barber, beauty shops. Choisy AG (importer, distributor, agent), Schauenburgerstrasse 25, 4000 Basel 6. WTD 7/70.

28445 — GREECE — Baby oils, lotions, creams, other cosmetics, toilet preparations. Requests c.i.f.-Piraeus price quotations. John Chrysanthakopoulos (agent), 9 Jean Maureas St., Athens 401. WTD 6/70.

28445—SWITZERLAND—Cosmetics, toiletries, novelties only, for beauty shops. Choisy AG (importer, distributor, agent), Schauenburgerstrasse 25, 4000 Basel 6. WTD 7/70.

306 Fabricated rubber products

30697—SWITZERLAND—Plastic disposable syringes. Barbezat & Cie; Attn: J. E. Hardmeyer (importer, distributor, manufacturer), 2114 Fleurier. WTD 3/70.

317 Handbags, personal leather goods

31720—THAILAND—Wallets, coin care, leather. Exclusive agency. Requests catalogs, c.i.f. Bangkok prices. Thai Diamaru Trading Co., Ltd. (importer, distributor), 65 Rajaprasong Rd., Bangkok. WTD 12/69.

322 Glass, glassware

32291 — THAILAND — Room decoration accessories. Exclusive agency. Requests catalogs, c.i.f. Bangkok prices. Thai Daimaru Co., Ltd. (importer, distributor), 65 Rajaprasong Rd., Bangkok. WTD 12/69.

331 Steel mill products

33126 — NICARAGUA — Three-fourths inch and 1" square 18 gauge cold rolled mild steel tube; solid and perforated on one face with ¼" diameter holes at 2" centers; phosphated and stove enamelled black or gray for structural construction systems. Requests descriptive literature, prices. Representaciones Exclusivas S.A. (importer, distributor, retailer), Apartado Postal 1094, Managua. WTD in preparation.

342 Cutlery, hand tools, general hardware

34292—NICARAGUA—Hardware for ¾" and 1" square steel tube construction systems, such as casters plate and plugs, fittings, plastic and metal caps, adjustable foot and flanges Requests descriptive brochures, prices. Representaciones Exclusivas S.A. (importer, distributor, retailer), Apartado Postal 1094, Managua. WTD in preparation.

34294 — NICARAGUA — One in. wide channel sliding hardware, such as U-section, fin section single and double, H-section single and double for structural construction systems. Requests descriptive brochures, prices. Representaciones Exclusivas S.A. (importer, distributor, retailer), Apartado Postal 1094, Managua, Nicaragua. WTD in preparation.

XUM

343 Heating apparatus, plumbing fixtures

34330—IRAN—Central heating equipment. Quantities, specifications can be obtained through direct correspondence. Wiseman Shenasa, Techno Kar Co. Ltd. (importer, agent), 332 Ferdowsi Sq., Irangaz Bldg., Tehran. WTD 7/70.

346 Metal stampings

34611 — THAILAND — Kitchen utensils. Exclusive agency. Requests catalogs, c.i.f. Bangkok prices. Thai Daimaru Co., Ltd. (importer, distributor), 65 Rajaprasong Rd., Bangkok. WTD 12/69.

348 Fabricated wire products

34813 — AUSTRIA — Upholsterers' supplies, metal and related products. H. Heichel, Handelsagentur-Werksvertungen (agent), Kohlgasse 2/33/16, A-1050 Vienna. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

35319 — NETHERLANDS — Road construction machinery. Agencies for Netherlands and/or Benelux countries. Transportbedrijf J. P. Mollers (Att. Mr. J. P. Mollers. Mgr.) (importer, distributor, bulk cargo transportation), 18 Noordeinde, Leimuiden WTD 4/70.

35351 — NETHERLANDS — Conveyors, conveying, transport systems and equipment; loading, unloading & transfer equipment for sand, gravel, other bulk materials. Agencies for Netherlands and/or Benelux countries. Transportbedrijf J. P. Mollers (Att. Mr. J. P. Mollers, Mgr.) (importer, distributor, bulk cargo transportation), 18 Noordeinde, Leimuiden. WTD 4/70.

35370 — NETHERLANDS — Pallets and containers. Agencies for Netherlands and/or Benelux countries. Transportbedrijf J. P. Mollers (Att. J. P. Mollers, Mgr.) (importer, distributor, bulk cargo transportation), 18 Noodeinde, Leimuiden WTD 4/70.

354 Metalworking tools

35483 — SWITZERLAND — Gas (acetylene) welding, cutting machines for autogen welding. Continental Schweissapparate AG; Attn: Dr. Keel, Pres. (manufacturer, agent), Usterstrasse 10, 8600-Dubendorf. WTD 6/69.

35484—CHILE—Automotive maintenance equipment including tools, instruments for automobile, truck, bus repair stations. Garrido, Garcia Burr & Co. (importer, distributor), calle Phillips 40, Of. 55, Casilla (P.O.B.) 3284, Santiago. WTD 6/70.

35484—SOUTH WEST AFRICA—Automotive maintenance equipment. Windhoek Tool Centre (Pty.) Ltd. (importer, distributor, retailer), 46 Peter Muller St., P.O. Box 9081, Windhoek. WTD 2/70.

35485—AUSTRIA—Machinery for the cable making industry. Ing. Anton Binder & Co. (agent, commission), Unt. Viaduktg. 47, P.O. Box 138, A-1031 Vienna. WTD in preparation.

355 Special industry machinery

35510—ENGLAND—Automatic machinery for assembly, packaging, inspection of food products; production mechanization equipment. Rhoden Partners Ltd. (manufacturer, agent), 231 The Vale, Acton, London W.3. WTD 6/70.

35511—AUSTRIA—Dairy, milk products plant machinery, equipment. Dr. Eduard Czerny, Grosshandel mit Industriebedarf (distributor, agent), Krichbaumgasse 38, A-1120 Vienna. WTD in preparation.

35540—AUSTRIA—Machinery for paper mills. Ing. Anton Binder & Co. (agent, commission), Unt. Viaduktg. 47, P.O. Box 138, A-1031 Vienna. WTD in preparation.

35590 — AUSTRIA — Machinery, equipment for the chemical, rubber, plastics, foundry industries. Ing. Anton Binder & Co. (agent, commission), Unt. Viaduktg. 47, P.O. Box 138, A-1031 Vienna. WTD in preparation.

35595—FRANCE—Machinery for production of electronic components (transistors, printed and integrated circuits), special drills for printed circuits, ultrasonic or thermo compression welders for transistors. Engelhard France (agent), 48, Ave. Victor Hugo, Paris 16eme. WTD in preparation.

358 Service industry machines

35850—IRAN—Air conditioning equipment. Specifications, quantities can be determined through direct correspondence. Wiseman Shenasa, Techno Kar Engineering Co. Ltd. (importer, agent), 332 Ferdowsi Sq., Irangaz Bldg., Tehran. WTD 7/70.

35892—BRAZIL—Equipment for washing electric insulators under high tension in transmission lines, substations. Sudeletro Tecnica Comercial Ltda. (Attn: Hans Jacob) (agent), Av. Rio Branco, 85 7°andar, Rio de Janeiro ZC-21 GB. WTD 8/69.

362 Electrical industrial apparatus

36231 — SWITZERLAND — New, improved arc welding equipment for all applications. Continental Schweissapparate AG; Attn: Dr. Keel, Pres. (manufacturer, agent), Usterstrasse 10, 8600-Dubendorf. WTD 6/69.

363 Household appliances

36340—SWITZERLAND—Small electric housewares and fans of all kinds (toasters, grills, heaters, vaporizers, and similar items), novelties in this field. Correspondence requested in French, German. Arista-Generalvertrieb, Ernst von der Aa (importer, distributor, agent), Kramgasse 80, 3000 Bern. WTD 6/70.

36343 — GERMANY — Small electric household appliances. Price quotations c.i.f. European ports. A. M. Menckhoff & D. Neye (agent), 25 Zwickauer Strasse, 46 Dortmund. WTD 6/70.

365 Radio, television receiving sets

36514—PHILIPPINES—Tape recorders for use as training aids. Vlasons Enterprises Corp. (importer, distributor), 1749 Indiana St., Malate, Manila. WTD in preparation.

36515 — PHILIPPINES — Audio equipment for use as background music for parks, building complexes. Vlasons Enterprises Corp. (importer, distributor), 1749 Indiana St., Malate, Manila. WTD in preparation.

36520 — PHILIPPINES — Recorded lessons and instructional materials for use as training aids. Vlasons Enterprises Corp. (importer, distributor), 1749 Indiana St., Malate, Manila. WTD in preparation.

366 Communication equipment

36621—PHILIPPINES—Radio transceivers—HF/SSB, VHF and UHF for marine commercial, military applications. Vlasons Enterprises Corp. (importer, distributor), 1749 Indiana St., Malate, Manila. WTD in preparation.

36621—THAILAND—Single side band radio transceiver, HF, 3-16 megacycle, mobile base station, power 100 and 300 watt, 4, 6, and 8 channels. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Mr. Ransit Chindaphorn, Sales Manager, Anglo-Thai Engineering Ltd. (importer, distributor), 137 Wireless Rd., Bangkok. WTD 3/70.

36622 — PHILIPPINES — Radio-television broadcasting transmitters and master television (MATV) antenna system. Vlasons Enterprises Corp. (importer, distributor), 1749 Indiana St., Malate, Manila. WTD in preparation.

36626—SWEDEN—Electronic military, industrial, and commercial equipment, components. AB Nordqvist & Berg (importer, distributor, agent), Box 4125, S-102 62 Stockholm 4. WTD 8/69.

367 Electronic components, accessories

36740 — SWITZERLAND — Semiconductor items, diodes, solid state and rectifiers. Sacel SA; Attn: Mr. Pantet (distributor, agent), 11, rue Manoir, 1207 Geneva. WTD 9/69.

36740 — WEST GERMANY — Integrated circuits—MOS, MSI, LSI; solid state multipliers (modules). Exclusive agency. Wetronic GmbH (distributor, agent), St. Veitstrasse 22, 8000 Muenchen 80. WTD in preparation.

36790—FRANCE—Raw materials, components, for electronic industry. Engelhard France (agent), 48, Ave. Victor Hugo, Paris 16eme. WTD in preparation.

36792—SWITZERLAND—Small capacitors, condensors for electronic application. Sacel SA; Attn: Mr. Pantet (distributor, agent), 11, rue Manoir, 1207 Geneva. WTD 9/69.

369 Electrical machinery, equipment, supplies

36930 — PHILIPPINES — Electro-medical therapist equipment. Vlasons Enterprises Corp. (importer, distributor), 1749 Indiana St., Malate, Manila. WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

38110 — ENGLAND — Laboratory, research, clinical instruments, apparatus. Fisons Scientific Apparatus Ltd., (importer, distributor, agent), Bishop Meadow Rd., Loughborough, Leicestershire. WTD in preparation.

38112—FRANCE—Automatic analyzers, including blood analyzers, amino acid analyzers, etc. Paris-Labo (agent), 7, rue Cardinal-Lemoine, Paris 5eme. WTD 11/69.

382 Instruments for measuring, controlling, indicating physical characteristics

38213 — FRANCE — Industrial instruments, including geophysical, air pollution, fume controls. Paris-Labo (agent), 7, rue Cardinal-Lemoine, Paris 5eme. WTD 11/69.

38216 — ITALY — Differential electronic transducer gauges; electronic devices for multiple measures, testing. U.V.M. S.p.A. Ufficio Vendita Macchine (agent, retailer), Via A. Genovesi 2, 10128-Turin. WTD 6/70.

38216—PARAGUAY—Counting meters for fuel tanks. Eberhard Lewkowitz (importer, agent, retailer), Casilla Postal 523, Asuncion. WTD in preparation.

384 Surgical, medical, dental instruments

38410—GREECE—Surgical, medical instruments, apparatus. Requests c.i.f.-Piraeus price quotations. John Chrysanthakopoulos (agent), 9 Jean Maureas St., Athens 401. WTD 6/70.

38423 — CHILE — Respiratory protection equipment, eye and face protection devices, protective clothing, especially adaptable for police protection in handling riots, student disturbances, strikes, similar disturbances. Garrido, Garcia Burr & Co., (importer, distributor), calle Phillips 40, Of.55, Casilla (P.O.B.) 3284, Santiago. WTD 6/70.

386 Photographic equipment, supplies

38611—PHILIPPINES—Projectors for use as training aids. Vlasons Enterprises Corp. (importer, distributor), 1749 Indiana Street, Malate, Manila. WTD in preparation.

391 Jewelry, silverware, plated ware

39112—THAILAND—Ladies' necklaces, brooches, earrings, pendants, men's tie and scarf pins, clips, tie bars, of precious metal. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Thai Daimaru Co., Ltd. (importer, distributor), 65 Rajaprasong Rd., Bangkok. WTD 12/69.

394 Toys, amusement, sporting goods

39410—GERMANY—Mechanically powered toys. Price quotations c.i.f. European ports. A. M. Menckhoff (agent), 25 Zwickauer Strasse, 46 Dortmund. WTD 6/70.

39492—THAILAND—Golf equipment, accessories. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Thai Daimaru Co., Ltd. (importer, distributor), 65 Rajaprasong Rd., Bangkok. WTD 12/69.

396 Costume jewelry, novelties, buttons, notions

39610—FRANCE—Costume jewelry, costume novelties, buttons, miscellaneous notions, except precious metal. Societe des Docks Remois (agent), 1, rue Talleyrand, 51/Reims. WTD in preparation.

39630—FINLAND—Buttons of casein, polyester, wood, leather, pearl for ladies' clothing; decorative buckles, clasps. Quotations c.i.f. or c.f. Helsinki. ELISYL, Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

399 Manufacturing industries

39999—SWITZERLAND—Barber, beauty shop equipment, accessories, genuine novelties only. Choisy AG (importer, distributor, agent), Schauenburgerstrasse 25, 4000 Basel 6. WTD 7/70.

Bidders on Mexico road must register by Aug. 7

The Government of Mexico has issued a notice for contractors to register to bid for the construction of the Ensenada-San Quintin Road (approximately 121 miles in length). The cost of the project is estimated at $3.264 million and is to take place between 1970-73.

Companies are requested to register with the Secretario de Obras Publicas by Aug. 7. Information on how the bidding is to be conducted may be obtained through an agent in Mexico or by writing directly to C. Secretario de Obras Publicas, Boulevard Xola y Ave. Universidad, Mexico 12, D.F. Mexico.

A booklet (in Spanish) providing a description of the project and a sample prequalification form may be seen in Room 5611 of the Construction and Building Materials Division, Department of Commerce, Washington, D.C. (telephone: 202-967-3602).

Hong Kong container terminal tender revised

The trade opportunity notice concerning Hong Kong's tender for the lease of container terminal lots (see INTERNATIONAL COMMERCE, June 1, 1970, or *Commerce Business Daily*, June 1, 1970) is changed as follows: The last sentence of paragraph three should read: "Both sets of documents require the expenditure of not less than $330,000 on buildings and $990,000 on plant within four to five years of the date of acceptance of the tender and a further sum of not less than $990,000 in buildings and $1.9 million in plant before the expiration of five to six years from the date of acceptance of the tender."

The charge per tender set for each lot mentioned in paragraph five should be $4.10.

India seeks bids on a communications receiver

The Director General, Supplies and Disposals, in India, has issued Tender No. ES4/220/34/046 for the supply of a communications receiver. Bid deadline is Sept. 2, 1970. Bid should offer a high grade, general purpose HF transistorized communications receiver, 1 to 30Mhz, A1, A2, A3 and SSB.

Copies of tender announcement and specifications are available from the India Supply Mission, 2536 Mass. Ave., NW., Washington, D.C. 20008 ($1.50 per copy) or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4823).

Subtransmission systems to be expanded in Brazil

The Companhia Auxiliar de Empresas Electricas Brasileiras (CAEEB) in Rio de Janeiro will receive sealed bids next month on supply, and delivery of equipment and materials, required for expansion of the subtransmission and distribution systems of four electric utility companies represented by CAEEB.

For lightning arresters, street lighting control and equipment, capacitors, potential and current transformers and distribution transformers as described in CAEEB Specifications Nos. BX-A-11586-R, BX-A-11694-R, BX-A-11698-R, BX-A-11594-R, BX-A-11570-R, BX-A-11566-R, BX-A-12111-R, BX-A-11583-R, BX-A-11584-R and BX-A-11574-R. (Tender No. 43), bids will be received until 2 p.m. Aug. 17. For steel towers for transmission lines as described in CAEEB Specifications Nos. BX-A-11571-R, BX-A-12121-R and BX-A-11574-R, (Tender No. 47), bids will be received until 2 p.m. Aug. 24.

Bids are invited from suppliers in Switzerland or member countries of the International Bank for Reconstruction and Development (IBRD), which will finance the purchase of the material referred to in the invitations.

Bids must be submitted strictly in accordance with instructions and specifications prepared by and in the forms furnished by CAEEB. These instructions, specifications, and forms, which comprise the bidding documents, may be obtained not later than 30 days after publication of this invitation for bids, only from CAEEB, at the office of its Coordenador de Compras, Avenida Rio Branco, 135–15°andar, ZC-00, Rio de Janeiro GB, Brazil. The request must be accompanied by a non-refundable payment—per set of documents, in both Portuguese and English—of 350 cruzeiros, (U.S.$1=4.53 cruzeiros) for the Tender No. 43 items and 500 cruzeiros for Tender No. 47.

The diplomatic representative in Brazil of Switzerland and IBRD member countries will receive a complete set of the bidding documents.

A bid guarantee of no less than 5% of the value of the proposed material, up to a limit of 505,000 cruzeiros or the equivalent in foreign currency on Tender No. 43 and 58,000 cruzeiros on Tender No. 47, must accompany each bid.

Greece seeks bids on DME communications equipment

Greece's State Purchases Directorate 4, Ministry of Commerce has issued a tender for the supply of D.M.E. equipment. Bid deadline is noon Aug. 12, 1970.

Bid should offer six (6) Dual DME ground stations "N" type and seven (7) VHF omnirange systems for the Civil Aviation Administration. Equipment should meet ICAO Annex 10 requirements. Estimated cost $650,000.

Copies of tender announcement and specifications are available from the State Purchases Directorate 4, Ministry of Commerce, 75 Solomos Street, Athens.

XUM

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

ANGOLA—The Sociedade Portuguesa de Exploracao de Petroleos—Angol has been authorized by the provincial government to **build a petroleum refinery** in the Lobito-Benguela area. According to the Luanda press the refinery will process 650,000 tons of crude oil annually and will require an investment of $15.7 million. The refinery is to be designed to process Angolan crude oil. Completed plans for the refinery must be presented for the government's approval by Jan. 31, 1972, and the refinery must be completed by Mar. 31, 1975. Preference is to be given to local labor and industry in building and operating of the refinery.

GERMANY — Vereinigte Aluminium-Werke (VAW) Bonn, and Reynolds International Inc. (Reynolds), Richmond, Va., have concluded a partnership agreement providing for the joint **construction of an alumina plant** near Stade, Lower Saxony. A new company has been founded, the Aluminiumoxid Stade GmbH, which is responsible for the construction and operation of the new facilities. Aluminiumoxid Stade is a joint 50-50 venture of VAW and Reynolds. The beginning of construction on the new plant has been targeted for the fall of this year. The first stage of operation provides for an annual rated capacity of 700,000 tons of alumina, and will be ready for operation in 1973. The cost is estimated at $109.3 million. Plans call for reinforcing the initial operations to a final capacity approaching 2.1 million tons annually.

The alumina plant will supply smelters under construction by VAW at Stade (80,000 tons annually) and by Reynolds in Hamburg (100,000 tons per annum). It will reportedly also supply other European aluminum smelters.

Both partners of the new venture, VAW and Reynolds, will supply the raw material bauxite. VAW will make available its know-how which includes the "tube digestion process" (Rohraufschlussverfahren), a relatively new process developed by the German aluminum company a few years ago.

MOZAMBIQUE—It has been officially announced that the Portuguese Central Government in Lisbon has approved plans to seek bids for construction of the important **Massingir Dam** on the Elephant River in the Upper Limpopo Valley. Construction work on this dam would be started in the dry season of 1971 and completed by September 1975. Irrigation from the new dam would begin in October 1976.

The Massingir Dam will be located about 28 kilometers from the South African border some 150 kilometers above Vila Trigo de Morais (heart of the Limpopo Valley colonization scheme) and 240 kilometers from Lourenco Marques. The present Limpopo (diversion) Dam—which has proved inadequate to irrigate even the land already in the Colonato during the last few years—lies about 125 kilometers downstream from the site of the future Massingir Dam.

The Massingir Dam wall will be 441 meters long and 48 meters high. There will be two side dikes running for 3,129 meters (on the right) and 1,050 meters (on the left). These dikes will rise, respectively, 31 and 21 meters high. The crest line of the dam wall at the center will rise 12 meters and 9 meters on each side.

The Dam is expected to have a potential storage capacity of up to 2.84 billion cubic meters (m3) of water and it will be used primarily for irrigation and settlement and, ultimately perhaps for power output. The whole scheme will flood an area of approximately 15,078 hectares and the dam will have six flood gates, each 18 meters high, which will permit a flow of 8,300 cubic meters of water per second.

The total cost of this project is estimated at around 590 million escudos ($20.75 million), but no indications have been given as to how this money will be raised.

NORWAY—Norsk Hydro A.S., Bygdoy Alle 2, Oslo 2, Norway's largest industrial concern, is investigating suitable sites in Western Norway **to build an oil refinery** at an estimated cost of $37 million. The projected refinery is expected to lay the groundwork for the type of industrial complex normally connected with the distribution of oil. A subsidiary company, A/S Norpetrol, has been formed to market the products of the refinery.

SAUDI ARABIA—Plans for **major expansion of Bahrain internal telephone services** were announced recently by L. C. Hill, Regional General Manager. The Company intends to spend BD 2,400,000 (U.S. $1.00=BD .475) during the next five years on Bahrain's telephones and half of the sum will be invested in the first two years. One project is a new 10,000-line central telephone exchange at Salmaniya.

The telephone improvements are part of a scheme for Cable and Wireless investment in Bahrain. There will also be extensions to Salmaniya and the Qudabiya exchanges.

In terms of size and cost the biggest building development will be the construction of a new Central Telegraph Office at Manama. Other projects include the upgrading of the Bahrain—Doha Tropospheric Scatter System and the building of the new Cable and Wireless Training College at Madinat Isa.

Businessmen wishing further information should write directly to Cable and Wireless Ltd., Bahrain Island.

VENEZUELA—The Venezuelan Minister of Public Works announced the Ministry's decision to build a **"Disneyland-like" amusement park** in Caracas. For this purpose, the Ministry has opened a competition for design of such a facility among architectural and construction companies registered in the Ministry's suppliers' list. The winner of the competition will then execute the project and import the equipment. The winner of the competition must obtain private financing for the construction and the equipment and receive payment from the profits of the park.

U.S. firms desirous of doing business in Venezuela through public tenders are urged to find local agents and have them register with the appropriate Government of Venezuela agencies. Details on the registration procedure are contained in Airgram A-221, a copy of which may be requested from the International Liaison & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4675.

Variety of construction projects planned in Korea

The Government of the Republic of Korea has issued information on a number of planned construction projects, as follows:

Chonju-Sunchon-Pusan Expressway. This project includes construction of expressways connecting the Southwest Economic Region to the Han River Basin Economic Region and to the Naktong River Basin Economic Region, the three principal National Economic Regions of the Republic of Korea from north to south and from west to east. The highway will be designed initially for two-lane construction including earth works and structures, except for sections where the initial traffic is expected to justify four lanes. Foreign exchange cost: $54 million. Local currency cost: W15,800,000,000. Project sponsor: Government.

Pusan Harbor Construction Project. This development will entail among other items, construction of specialized berths in improvement of present facilities. Foreign exchange cost $12,782,000. Local currency cost: W6,515,400,000. Project sponsor: Ministry of Construction.

Transmission and Distribution Facilities. Major facilities of this proposed undertaking are substations, related transmission and distribution lines, and switch gears. Foreign exchange cost: $15 million. Local currency cost: W3,753,000,000. Project sponsor: Korea Electric Company.

Agricultural Warehouse Project, involving construction of 30 units of modern heat-resisting warehouses, in 13 different areas, covering agricultural centers, major ports, railroad stations, and truck terminal bases. Foreign exchange cost: $7,302,000. Local currency cost: W386,600,000. Project sponsor: Government.

Andong Multipurpose Dam Project, calling for construction of multipurpose storage dams to meet the growth of water demand in the Naktong River Basin in the southeastern corner of Korea. Foreign exchange cost: $17,000,000. Local currency cost: W8,281,000,000. Project sponsor: Ministry of Construction.

Paddy Rearrangement and Upland Development. Plans call for consolidation of about 453,000 hectares of paddy land and

reclamation of about 266,000 hectares of upland area during the seven-year period 1970-76. Land consolidation or a paddy rearrangement is an ongoing program under which more than 135,000 hectares of paddy land have already been rearranged—largely by hand methods—and is primarily an earthmoving operation involving enlargement and reshaping of paddy tracts, to rationalization of irrigation and drainage systems and improvement of work roads and access facilities. Foreign exchange cost: $10 million. Local currency cost: W73,231,000,000. Project sponsor: Government.

Agricultural Machinery Manufacturing Plant. This project entails expansion and modernization of existing production facilities to accommodate installation of high production machine tools and fabrication facilities for manufacturing tractors and related agricultural machinery. Foreign exchange cost: $5,200,000. Local currency cost: W399,000,000. Project sponsor: Dae Dong Industrial Co., Ltd.

Agricultural Credit Project, consisting of expansion of a milk processing plant, construction of two feed mills, mills and other processing facilities, and importation of farm equipment. The project is being financed by a loan from Germany. Foreign exchange cost: DM 20 million. Local currency cost: W2,225,145,000. Project sponsor: National Agricultural Cooperative Federation.

Private Industry Development Financing Project. Many private enterprises in Korea are in need of foreign exchange financing for capital improvement. Proceeds of the proposed loans under the project will be reloaned to eligible private enterprises to finance foreign exchange costs of machinery, equipment, supplies and related services needed to establish, expand, or modernize capital facilities. The Korea Development Bank and the Korea Development Finance Corporation would each obtain $20 million to provide foreign capital funds.

Booklets on each of these projects may be reviewed in Room 5611 of the Construction and Building Materials Division, U.S. Department of Commerce, Washington, D.C. 20230 (telephone: 202-967-3602).

Libya invites tenders on two highway projects

The Government of Libya has issued an invitation for tenders for the following road projects: 1) Garian-Tarhuna road (45 miles in length) and 2) Ajdabia-Jalo road, second stage (85 miles in length). Firms which bid on this project must be registered locally as first class or international contractors.

The bid deadlines for the Garian-Tarhuna road and Ajdabia-Jalo road are Aug. 31, and Sept. 7, respectively.

Specifications and tenders documents for each project sell for 150 Libyan pounds (about $420) and are available from the Director General of Roads, Ministry of Communications, El Seidi St., Tripoli, Libya, and the Roads Directorate, Post Department Building, Benghazi, Libya.

Tenders for each road must be accompanied by an initial guarantee of LL. 10,000 (approximately $28,000).

Construction services and supplies needed by German NATO project

The Federal Republic of Germany announces an invitation for international competitive bidding on the following construction services and/or supplies: 1,000 cubic meters of reinforced concrete, 500 square meters of bituminous surface, and 450 square meters of concrete surface and connection works.

Although plans call for the inviting of tenders and the awarding of contracts covering the above services and/or supplies as a whole, the tender call may provide for a subdivision into separate lots.

Firms desiring to participate should complete a questionnaire (available from the Construction and Building Materials Division, BDSA-645, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-3602) and submit it, in one copy, not later than August 10 to the Bundesamt fur gewerbliche Wirtschaft, 6 Frankfurt/Main, Bockenheimer Landstr. 38, Postfach 3931. The receipt or other document covering the remittance of the amount of DM 30 for the costs of the tender documents must be submitted with the questionnaire. The costs of the tender documents are payable by remittance to the account Nr. 98280 des Finanzamtes Koln-Altstadt beim Postscheckamt Koln, Am Weidenbach 4.

When making such payment, please state, Subject: NATO Infrastructure, International Competitive Bidding, zugunsten des Finanzbauamtes Koln-Ost, Ausschreibungs—Nr. 68-25-74-03 (86).

The costs of the tender documents will not be refunded except where the forwarding of the tender documents is delayed by more than three months.

The tender documents will be forwarded to the applicants on approximately August 28 by the Oberfinanzdirektion/Bauamt, Finanzbauamt Koln-Ost, 5 Koln 1, Beethovenstrasse 5-13, Postfach 26021, under whose jurisdiction the project will come. Bids probably will be called by September 29. However, where exclusively German firms apply for inclusion in the competitive bidding, this period of time may be reduced by one week. The tentative date for awarding the contract is Nov. 3.

Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. U.S. firms interested in certification should contact the International Liaison & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

SHAPE issues tenders on radio interference equipment

SHAPE's Purchasing and Contracting Office ACE Communications and Electronics Equipment Communications and Electronics Division has issued tender No. 70-13 PS/MEB, for a Radio Interference and Field Intensity Analyzer system. Bid deadline is Aug. 21.

Bid should offer ten portable radio interference and field intensity analyzer systems. Frequency coverage 10KHz to 1GHz in 16 bands, maximum weight 50 pounds. Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. Interested U.S. firms may contact the International Liaison and Trade Opportunity Staff, BDSA, 541, U.S. Department of Commerce, Washington, D.C. 20230.

Copies of tender announcement and specifications are available from the SHAPE Purchasing and Contracting Office, ACE Communications Electronics Equipment, Communications and Electronics Division, SHAPE B-7010, Belgium or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4823).

Bids invited to construct rock-filled dam in Morocco

Contractors are invited to submit bids for the construction of a dam on the Bou-Regreg River at a site located 13 kilometers southeast of Rabat. This civil engineering project includes forage and injection, as well as the supply and mounting of hydromechanical and electrical equipment. The dam will be a rock-filled type with a clay core not higher than 70 meters above the river bed and 90 meters above the foundations. The dam's total volume is estimated at 2,600,000 cubic meters; the surface of injection wall will be approximately 14,000 square meters. Bid deadline is Sept. 15.

Details are available from the Ministere des Travaux Publics et des Communications, Direction de l'Hydraulique, B. P. 525, Rabat, Morocco. Information sheets and questionnaire forms are being forwarded by the U.S. Embassy in Rabat to the Construction and Building Materials Division, BDSA-645, US. Department of Commerce, Washington, D.C. 20230 (202-967-3602).

Leads for Importers

Commodities are offered direct unless specified

325 Structural clay products

32530—CHILE—Quality hand-decorated ceramic tiles of "gres" type. Sr. Florencio Valdivieso (exporter's agent), calle Jose Miguel Infante 162, Santiago. WTD 6/70.

363 Household appliances

36321—ARGENTINA—Kerosene, bottled gas household refrigerators (height: 4 ft.; width: 2 ft.; and depth: 2'2", approximately); capacity: 3.4 cu. ft.; 5 year guarantee; appropriate for mobile homes; hunting, fishing camps, etc. Armando Witt, International Div., S.I.A.M. Di Tella Ltda. (manufacturer), Florida 602, 5° Piso, Buenos Aires, WTD 11/69.

XUM

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

BRAZIL—Helvio M. Pinheiro Lima, SESI-Servico Social da Industria, Viaduto Dona Paulina 80 Industry Social Service, Training Organization of the Federation of Industries of the State of Sao Paulo, **interested in contacts with training and personnel departments of U.S. industries.** July 1970 via Los Angeles for one month. c/o Los Angeles Field Office. Itinerary: Los Angeles and San Francisco

CHILE—Francisco Soler Moreno, Francisco Soler Moreno, Agustinas 925, Of. 548, Chile, importer and distributor of poultry foods, fish flour and oil and other farm foods. **Interested in contacting U.S. firms manufacturing mixtures for poultry foods.** July 27 via New York for 45 days. Itinerary: New York, Washington, D.C. WTD in preparation.

ECUADOR—Juan Augusto Dager, Juan Augusto Dager, P.O. Box 5944, Guayaquil, **interested in agriculture, livestock and poultry breeding.** July 13 via Los Angeles for 30 days. c/o Los Angeles Field Office. Itinerary: Los Angeles, San Francisco, Detroit, Chicago and New York. WTD in preparation.

IRAN—A. Almohammad, Nivand Commercial & Technical Company, Ltd. 154/1 Roosevelt Avenue, Tehran, **interested in importing industrial machinery equipment.** First week of August 1970 for one month. c/o Dr. Sholehvar, 108 Harwed Circle, Bala Cynwyd, Pennsylvania 19004. Itinerary: New York, California, Philadelphia, and Houston. WTD Nov. 4, 1969. (224).

NETHERLANDS—Jan J. G. Markus, President, Willem van der Spek, Sales Manager, Markus Hermetische Deuren N.V., 11 Griendstraat, or P.O. Box 45, Krimpen a/d Ijssel, The Netherlands. Manufacturer, distributor, exporter, and licensor of hermetically sealed sliding doors and rail structures. **Interested in appointing licensees, agents, franchisers, distributors for the above equipment.** July 23, 1970 via New York for 4 weeks. c/o Netherlands Consulate General, 10 Rockefeller Plaza, New York, New York 10020. Itinerary: Minneapolis, Milwaukee, Des Moines, Chicago, St. Louis, Memphis, New Orleans, Detroit, Buffalo, Pittsburgh, Richmond, Baltimore, and New York. WTD 6/70.

SWITZERLAND—E. V. Merkt, Vice President, Hypramag Ltd., Weinbergstrasse 131, 8042 Zurich 6, Switzerland, **interested in hydraulics & pneumatics high pressure control valves and piston pumps, servo-valves.** July 14, via New York about six weeks. c/o Department of Commerce New York Field Office. Itinerary: Chicago, New Orleans, Los Angeles, San Francisco, New York, WTD 4/70.

Greece to build cooling tower

Bids for the design, manufacture, erection, setting into operation, and testing of a hyperbolic, natural draft, concrete cooling tower are requested by the Greek Government-owned Public Power Corporation. The tower will be part of the new 300-mw. turbo-generating unit under construction at Ptolemais (W. Macedonia) by the French firm, Societe Generale de Constructions Electriques et Mechaniques Alsthom, S.A.

Value of the cooling tower project is estimated by the tender issuing agency at $2 million.

Bid proposals (in triplicate) must be hand-delivered, in sealed envelopes, to an ad hoc committee, between 10 a.m. and 12 noon, Aug. 25, at the Xenia hall of the Public Power Corporation, 28 Chalkokondyli Street, Athens.

Requests for tender documents and information should be addressed to the Public Power Corporation, 30 Chalkokondyli Street, Athens 102, Greece; cable address is DEH ATHENS; telex numbers are 430 and 5643. This bid has been designated by the symbol, Inquiry No. DMKT-37.

The Construction and Building Materials Division, BDSA-645, U.S. Department of Commerce, Washington, D.C. 20230 (telephone: 202-967-3602), has two sets of tender documents (which include an invitation to bid, instructions to bidders, terms, specifications and general conditions, drawings, sample forms). The Division will lend one set on a short-term basis, and keep the other set available for review in Room 5611.

Fiji opens tenders for construction of highway

Fiji has opened tenders for contractors interested in the construction of approximately 110 miles of two-lane surfaced highway, to replace the existing unpaved road, between the capital of Fiji, Suva, and Nandi. Prequalification is open to contractors who are located in any of the member countries of the International Bank for Reconstruction and Development, or Switzerland. The construction period is expected to extend over a period of between 3 and 5 years, commencing April 1971.

The total volumes of work involved in the undertaking are expected to be approximately as follows: 9,000,000 cubic yards of earthworks, 400,000 cubic yards of road sub-base material, 300,000 cubic yards of road base material, and 1,650,000 square yards of road surfacing. There will be approximately 70 bridges over 20 feet in length, and from 1,000 to 1,200 culverts.

Prequalification deadline is Aug. 3, 1970.

Civil engineering contractors interested in tendering for this work should forward their names to Messrs. Rendel, Palmer and Tritton. Consulting Engineers, 125 Victoria Street, Westminster, London S.W. 1, England. who will furnish them with a copy of a prequalification questionnaire, which is to be completed and returned to the consulting engineers not later than Aug. 3, 1970. The Director of Public Works of the Government of Fiji will notify contractors who have successfully qualified to tender for the work and will supply them with information regarding the preparation of tenders.

Bids invited for construction of military hospital in Lebanon

A call for international tenders for construction of a military hospital at Jamhour near Beirut has been announced by the Lebanese Army. Estimated cost of the project is 23.8 million Lebanese pounds (about 3.25 Lebanese pounds= $1).

Bids must be submitted by Jan. 5, 1971.

Specifications (Cahier des charges) are available for 1500 Lebanese pounds from Cooperative Militaire, Rue Badaro, Beirut. Firms not represented in Beirut should write Colonel Halim Fares, Direction du Genie, Ancien Ministere de la Defense, Rue de Damas, Beirut. Only 25 copies of the specifications were printed, 14 of which had already been sold on July 7, the date of the report on this project by the U.S. Embassy in Beirut.

The hospital project is in two phases. The estimated cost is 17.4 million pounds for Phase One and 6.4 million for Phase Two. Funds for Phase One have already been allocated and no financing is required. A decision to proceed with Phase Two is subject to availability of funds. The final decision will be made on Phase Two 18 months after work on Phase One begins. The schedule calls for Phase One to be completed in three years with Phase Two to be completed one year later.

The approximate breakdown of estimated project costs, for each phase, in millions of Lebanese pounds, is as follows (error occurs in totals due to rounding): Building construction, 2.9 for Phase One, .4 for Phase Two; mechanical engineering, 3.5, 1.4; electrical engineering, 2.1, .8; finishing work, 3.1, 1; furniture, .5, .3; heavy medical equipment, 4.3, 2.4; and light medical equipment, .8, none.

Consultants for this project are Uniconsult (Swedish) and Ace (Lebanese). The Army has suggested to the U.S. Embassy there that any U.S. firm bidding on this project should join with an approved Lebanese contractor. The Embassy is obtaining a list of approved Lebanese firms from the Government of Lebanon. For information communicate with the Construction and Building Materials Division, BDSA-645, Department of Commerce, Washington, D.C. 20230 (telephone: 202-967-3602).

Ireland to buy coaxial cable with 960 telephone circuits

The Department of Posts and Telegraph has issued Tender No. C/513/8/18 for the supply, installation, and testing of a 960 circuit coaxial cable. Bid deadline is Aug. 18.

Bid should offer a cable with a capacity of 960 telephone circuits and associated equipment for intermediate repeaters, power separation filters, and gas pressure and alarm detection.

Copies of tender announcement and specifications are available from the Engineer-in-Chief, Contracts Section, Department of Posts and Telegraphs, Hawkin's House, Dublin 2, or on short-term loan to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(Telephone: 202-967-4823)

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country.

American Firms, Subsidiaries and Affiliates—Indonesia, June 1970

American Firms, Subsidiaries and Affiliates—Liberia, June 1970

American Firms, Subsidiaries and Affiliates—Taiwan (Republic of China), June 1970

Greek Ministry seeks bids on navigational aids

The Greek Ministry of Commerce has issued tender no. 4/538/70 for the supply of navigational aid equipment.

Bid deadline is Aug. 12.

The bid should offer six (6) distance measuring equipment ground stations and seven (7) very-high frequency omni-directional radio ranges.

Copies of tender announcement and specifications are available from the Ministry of Commerce, fourth Directorate of State Purchases, 75 Solonos St., Athens, or on a short-term loan basis to firms located in the U.S. from the Communications Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(telephone: code 202-967-4823).

Valuable series

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"Introductory Guide to Exporting," revised April 1969 by U.S. Department of Commerce

New Books and Reports

***Ulrich's International Periodicals Directory, 1969-70.* (13th ed.) 1969. 2 vols. 1,659pp. $34.50.**

Directory includes entries on over 40,000 periodicals published throughout the world. Entries are alphabetically arranged under 223 main subject headings. Cross references are provided for periodicals that cover more than one subject. Each entry provides the name of the publication, translated title, subtitle, title change, sponsoring organization, languages used in text, year first published, frequency, annual subscription price in country of origin and U.S. rate, name of editor, name and address of publishing company.

Write: R. R. Bowker Co., 1180 Avenue of the Americas, New York, N.Y. 10036.

***The International Directory of Computer and Information System Services, 1969.* Europa Publications Ltd., London. 1969. 337pp. $15.**

Computer and information system services provided to outside customers by educational and research establishments, commercial concerns, service bureaus and consultants all over the world are listed in this Directory. Entries are alphabetical by country. Information lists name, address, computer installation, services available, fields of application and coding languages used. A glossary of terms in English, French, German and Spanish is provided.

Write: International Publications Service, 303 Park Ave. South, New York, N.Y. 10010.

***Das Deutsche Firmen-Alphabet.* 10th Edition, 1970, 2,800pp. Published by Deutscher Adressbuch-Verlag, Darmstadt. Price of single copy, about $11; subscription price, about $6.55.**

The directory lists, in alphabetical order, the names of 500,000 firms, business organizations, and trade associations operating in the industrial, commercial, and transportation sectors of the Federal Republic of Germany or West Berlin. This comprehensive work contains not only a complete listing of all the firms entered in the *Commercial Register* but also about 5,000 business organizations and trade associations.

Shown are the name of each firm, its full address, telephone number, line of business, and the location of its main office. In addition, addresses for all branches of about 17,000 firms appear under the heading of the main office. A further aid is provided by the alphabetical listing of 12,000 trademarks.

Write: Deutscher Adressbuch-Verlag fuer Wirtschaft und Verkehr G.m.b.H., DAV-Verlagshaus, Postfach 320, 61 Darmstadt, Federal Republic of Germany.

***Problems and Prospects of the Chemical Industries in the Less Developed Countries: Case Histories.* Chemical Marketing & Economics Div., American Chemical Society. 1970. 151pp. $9.50.**

Using case histories as a basis, the authors present some of the problems and the prospects of the chemical industries in the less developed countries. Some of the cases included are the petrochemical industry in Korea, chemical industry development in India, the chemical industry in Iran, the integration of the chemical industry in Israel, and the development of a joint petrochemical venture in Chile.

Write: The Chemical Division at P.O. Box 607, New York, N.Y. 10017.

***Industrial Britain: The North West.* By David M. Smith. Augustus M. Kelley Publishers, New York. 271pp. $20.**

This book is the first of a series of industrial geographies that will eventually cover the United Kingdom. Here is portrayed a region in transition from a one-industry area—textiles, to an area of developing industries—for example motor vehicles and electronic engineering. Economic health varies, and the roles of government policy and regional planning are examined. Footnotes and appendices support the study; maps and illustrations are used throughout.

Write: Augustus M. Kelley Publishers, 1140 Broadway, New York, N.Y. 10001.

***1969-70 Membership Directory of the American Chamber of Commerce in Spain.* $12.50.**

A membership reference directory classified both alphabetically and according to the Standard Industrial Classification, with headings in both Spanish and English. Considered useful by the American Chamber of Commerce in Spain for firms and agencies dealing with Spain or planning to enter the Spanish market. There are some 3200 members associated with the Chamber.

Write: American Chamber of Commerce in Spain, Rambla Estudios 109, Barcelona 2, Spain.

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Calendar *for international traders*

CORINTH, MISS.—Aug. 25—Northeast Mississippi Export Conference, Holiday Inn, Sponsors: REEC, Commerce's Memphis Field Office.

FAIRFIELD, CONN.—Aug. 7—Export Managers Club of Bridgeport (Southern Connecticut) luncheon, noon, Fairfield Motor Inn.

HONOLULU—Aug. 19—How to Get Started in Exporting seminar, 10 a.m., Commerce Field Office.

HOT SPRINGS, ARK.—Aug. 19—Export workshop, Chamber of Commerce. Sponsors: Chamber of Commerce, REEC, Commerce's Memphis Field Office.

LITTLE ROCK—Aug. 20—Export forum on DISC proposal, Chamber of Commerce. Sponsors: Arkansas Exporters' Roundtable, Chamber of Commerce, REEC, Commerce's Memphis Field Office.

MEQUON, WIS.—Aug. 11—Milwaukee World Trade Club's Outing, River Oaks Country Club.

MEMPHIS—Aug. 11—Export workshop, National Bank of Commerce. Sponsors: REEC, Field Office.

MINNEAPOLIS—Aug. 11—Briefing session on How to Export, Commerce Field Office, 2 p.m. Sponsors: REEC, Field Office.

MINNEAPOLIS—Sept. 8—Briefing session on International Franchising, Commerce Field Office, 2 p.m. Speaker: D. S. Leeper. Sponsors: REEC, Commerce Field Office.

MINNEAPOLIS—Sept. 15—Briefing session on Agency Contracts, Commerce Field Office, 2 p.m. Speaker: Mike Olson. Sponsors: Field Office, REEC.

NEW YORK—Sept. 10—Luncheon meeting of the Overseas Automotive Club, Summit Hotel, noon.

ORANGE, CONN.—Aug. 6—FCIB Roundtable Conference on international finance and trade, Grassy Hill Country Club, 9:30 a.m. Luncheon speaker: F. X. Boylan, President of the Foreign Credit Insurance Assn. Sponsor: International Department of Foreign Credit Interchange Bur.

PHILADELPHIA—Aug. 5—In-office workshop on export packing, Commerce Field Office, 10 a.m.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities overseas, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N. MEX., 87101, U. S. Courthouse. Area Code 505, 843-2386.

ANCHORAGE, ALASKA, 99501, 412 Hill Bldg., 632 Sixth Ave. Area Code 907, 272-6531.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St., NW. Area Code 404, 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803, 577-4171.

CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-6181 Ext. 375 and 376.

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CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.

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MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305, 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414, 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612, 725-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504, 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212, 264-0634.

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SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206, 583-5615.

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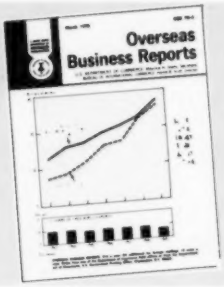

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